Board of Trade Journal

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Front cover photograph

The largest sideloader in the world, designed to handle ISO containers up to 40-foot long was handed over to Dutch operators in Rotterdam recently. Manufactured by Lancer Boss Limited (Leighton Buzzard, Bedfordshire) the machine, known as the Lancer 3500 Series sideloader was ordered by Hayplaat N.V., the Dutch stevedoring company, who will operate it at their container base known as Unit Centre, Rotterdam. Picture shows the sideloader being driven aboard the ferry at Felixstowe for transit to Holland.

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Westminster Chamber of Commerce's assistance to exporters

By E. V. Notcutt, Secretary, Westminster Chamber of Commerce

This is the fourth article in the series dealing with the work of the principal Chambers of Commerce. London Chamber of Commerce was published on August 9, Leeds on September 6, and Glasgow on October 25.

UNLIKE THE MANY historic institutions within its boundaries and compared with many other Chambers, the City of Westminster Chamber of Commerce is a young organization. Its inception in October 1947 followed a public meeting convened by a number of prominent Westminster industrial, commercial and professional men and women who agreed that such a vital and important area as the City of Westminster should have its own Chamber of Commerce. By unanimous vote it was decided to found and establish such a Chamber. That the Chamber fulfilled a real need was evidenced by the steady growth of membership and on October 8 of this year it celebrated the 21st anniversary of its formation proudly conscious that the hopes of its founders had been fully realized and that with a membership strength of nearly 3,000, covering over 560 different industries and businesses, it is the fifth largest Chamber of Commerce in the United Kingdom.

The Chamber is an incorporated body and has its offices at 177 Regent Street, virtually in the heart of London's West End. The area it covers embraces not only the head offices of British companies whose products and services are universally known but also large department stores, shops and hotels of international repute. Thousands of other businesses and professional firms both large and small are within its boundaries as also are of course the ancient institutions whose history and functions are woven in the tapestry of English history.

The fact that Westminster is a City, immediately adjacent to the City of London, while other areas in juxtaposition to it are boroughs, has puzzled many people, particularly overseas visitors. In brief explanation, without delving far into past centuries, suffice it to say that it was during the reign of Henry VIII that Westminster was designated a City and from that day to this the Monarch by his (or her) writ summons Parliament to meet 'at our City of Westminster.' The continuity of City status for England's legislative capital was ensured by Royal Charter on October 29, 1900. As a result of the London Government Act of 1963, a major re-organization took place in April 1965 and a new and enlarged City of Westminster was created covering the areas of the old City of Westminster and the old boroughs of St. Marylebone and Paddington.

It would not be possible in this short article to dwell at length on the many activities of the Chamber and, therefore, comment is confined mainly to the assistance the Chamber renders to members who are exporters or potential exporters of goods and services.

Specific services to exporters

Well over half of the members of the Chamber are concerned one way or another with international trade and to these the Chamber offers help in every conceivable way. It would be endless to recite the diversity of questions and problems submitted to the Chamber but the number and variety of calls upon its services continues to increase year by year. It is particularly in the following-up of specialized inquiries and in giving attention to individual needs that the Chamber is of the greatest assistance to its members engaged in overseas trade. This direct personal service, covering such matters as: Appointment of Agents, Arbitration, Export Regulations, Market Reports, Letters of Introduction, Location of Markets, Overseas Tariffs, Sources of Supply, Status Information on Overseas Buyers, Trade Statistics, etc., is in line, of course, with facilities already mentioned in greater detail in the *Board of Trade Journal* by other Chambers of Commerce.

Apart, however, from this routine assistance to existing exporters, the Chamber constantly seeks to encourage those of its members who do not export significantly or at all to extend the range of their marketing activities. To newcomers to overseas markets the Chamber initially requests the inquirer to visit the Chamber when the whole subject can be discussed at length. This initial appointment is considered of the utmost importance and is preferable to correspondence. A selection is then made of the many publications covering export procedures and the inquirer is urged to study these in conjunction with appropriate commodity reports whilst the Chamber considers overseas potentialities for the particular products or services involved. Generally a second interview is arranged and the Chamber then submits a suggested course of action. Frequently the Chamber enlists the co-operation of the Export Services Branch of the Board of Trade but depending on the circumstances, will normally follow the whole operation through until overseas contacts have been established.

To those members who have some experience of overseas trade but who are anxious to expand the Chamber suggests additional outlets and obtains relevant market reports from British Commercial Officers overseas and other bodies. In the light of these reports and with the approval of the member the Chamber then tackles the problem of finding suitable agents or distributors and maintains its efforts through various channels until the member's needs are met.

(*Continued on next page*)

WESTMINSTER CHAMBER OF COMMERCE, *continued*

General aids to exporters

The Overseas Trade Committee of the Chamber is composed of members directly concerned with every aspect of exporting and who meet frequently to examine local, national and international problems relating to overseas trade apart from considering specialized individual problems of members. The Committee prepares reports and submissions in the light of their specialized knowledge of the interests of exporters and representations are made to the appropriate authorities when new measures are proposed or introduced which the Committee feel could affect the exporting community. The Committee is further strengthened by inviting to its meetings representatives of the Board of Trade, HM Customs and Excise and the Export Credit Guarantee Department who, apart from contributing information and advice on general matters, are able to assist in resolving individual difficulties of members in the fields in which they specialize.

Amongst the many matters which concern the Committee is the arranging of lectures and talks on overseas markets, on documentation, export finance and allied subjects. During the past few years talks have been given, either by panels of experts or by individual British Commercial Officers, covering most areas of the world and these meetings have stimulated many members to explore new markets. Other functions such as a three-day Exhibition of Export Documentation and a two-day Conference on Exporting to Europe received wide acclaim.

Trade missions

The Chamber has always believed there is no substitute for first-hand knowledge and that a personal visit overseas is worth a year of correspondence. To this end it has actively sponsored Trade Missions. Canada was visited in 1966 when a party of 16 visited Montreal, Toronto and Halifax. In 1967 one of the largest missions to visit the United States was sponsored by the Chamber when 23 members visited California, Texas and New York. In 1968 a party of 11 proceeded to Australia and visited Perth, Adelaide, Melbourne, Sydney and Brisbane. Each of these missions, which were arranged in conjunction with the British National Export Council, was highly successful and the knowledge acquired has proved of great value to would-be and existing exporters to these areas of the world. Japan and Hong Kong are the targets for the Chamber's next mission in early 1969 and a further visit to the United States is in the planning stage for the Autumn of 1969. Also under consideration is a mission to South Africa in early 1970. Opportunities are also given for members to meet participants of overseas buying missions visiting the United Kingdom.

The Chamber receives many requests from overseas buyers for the names of manufacturers and suppliers of all kinds of consumer and capital goods. These are either referred direct to members or a relevant notice is published in the Chamber's Export Bulletin.

Certificates of origin

The Services offered by the Certificate of Origin Department of the Chamber are extended not only to exporting members, but to non-members who naturally pay a higher fee for the work involved. Certificates and certified invoices issued by the Chamber are accepted by all countries of the world and the number of such documents passing through the Chamber's hands has increased steadily throughout the years. In 1967, 37,000 sets of documents were certified and, as many countries call for more than one copy, during that year approximately 100,000 separate documents were signed in the Department. The bulk of these were dealt with on the spot and this immediate service has undoubtedly influenced many organizations to become Chamber members. Documents received by post are invariably returned on the day of receipt and an additional facility to members, to save time and trouble, is that they may elect to have accounts rendered monthly to obviate sending numerous small remittances through the post. This facility equally applies to documents brought by hand.

Apart from this routine certification work advice is constantly offered to, and sought by, callers, many by telephone, on the export documentation necessary to cover overseas shipments. Many first-time exporters have expressed their deep appreciation of the Chamber's clear exposition of the work involved. Documentation for EFTA countries presents difficulties to newcomers although the procedure is in reality quite straightforward. The Certificate of Origin Section has prepared brief easily-understood notes for the guidance of manufacturers and merchants exporting to these markets. Changes which occur in the documentation requirements of various countries are normally advised to members through the medium of the Chamber's Export Bulletin, but occasionally when the changes are drastic and call for immediate implementation the information is circularized to exporters direct.

Inquiries on documentation are received from all over the United Kingdom and whilst it is not always possible to give an immediate answer to every problem invariably the Department is able to obtain the necessary information in the minimum of time.

Chamber publications

The Chamber's Export Bulletin, published under the direction of the Overseas Trade Committee, is circulated during most months of the year and gives, in brief, up-to-date items of news on opportunities abroad, overseas tariff changes and matters of general interest to exporters. From an initial circulation of 500 it is now sent to over 1,500 members and has been acclaimed as a most useful channel of information.

The *Westminster Review*, a bi-monthly journal with a circulation approaching 4,000, likewise devotes considerable space to articles on export markets and allied subjects.

Reference library

A section of the Chamber's library is devoted to trade directories, reference books and publications relating to the world's trade areas and these are available for examination in the Chamber's offices. Additionally the Chamber receives booklets, brochures and notices from many sources and where it is considered these would be helpful to exporters appropriate reference is made in the *Export Bulletin*.

Liaison with other bodies

The Chamber maintains a close and friendly relationship with the Board of Trade and its many departments, particularly with its London and South Eastern Regional office, with the United Kingdom Commercial Representatives overseas, with Chambers of Commerce and other business organizations at home and abroad, with the International Chamber of Commerce, with the Association of British Chambers of Commerce and with the Westminster City Council, whose Lord Mayor, Aldermen and Councillors take an active interest in the Chamber's activities. These relationships are invaluable in enabling the Chamber to augment and extend the services to members.

The Chamber's Building Group

The British Building Industry makes a significant contribution to the exports of the United Kingdom and an important element is the export of 'Know-How' by British architects, engineers and surveyors, who have an international reputation for their impartiality and determination to serve only the best interests of their clients.

Within the borders of the City of Westminster there are more offices of professional and commercial undertakings closely connected with every facet of the building industry than anywhere else in Great Britain. As the result of an approach to the Chamber in 1962 by many of these organizations, a Building Group was formed. This group provides all those members of the Chamber, who are concerned in any way with Building Development and Construction, with regular opportunities for meetings and discussions and for establishing mutually valuable contacts. To this end the Building Group Committee organize luncheon meetings, outside visits and evening forums, and is now extending its activities into the field of Exhibitions and Overseas Trade Fairs. Since its

inception the Group has continued to expand and there are now over 700 members whose names are listed not only in the Chamber's main directory, but in a separate Building Group Classified Directory.

Over the past six years numerous meetings have been held on a wide variety of technical subjects including visits to sites of particular interest. Overseas Missions have been organized by the Group to study the technical progress of the Building Industry abroad and to establish contacts with the professional and commercial firms in the countries concerned. Highly successful missions to Sweden, France and Italy have taken place and it is proposed to visit Germany in 1969. The Mission to Sweden was particularly noteworthy. Apart from being probably the largest British Chamber of Commerce delegation ever to visit that country – over 80 participants went to study the techniques employed by Swedish builders in extreme winter conditions – the knowledge acquired enabled the Chamber to be one of the first organizations in this country to publish a factual report on methods used for winter building in Sweden.

At home, following the success of a one-day Exhibition of the work of Architect Members in 1967 a Consulting Engineers' Exhibition on a larger scale and of nearly a week's duration was mounted at the end of May this year.

In October, the Chamber in conjunction with the Board of Trade broke fresh ground in sponsoring a British Stand for professional members at the Fourth International Industrialized Building Exhibition at Bologna. This new venture which was conceived with the idea of promoting a greater knowledge in Europe of the professional skills and know-how of British architects, engineers and surveyors proved highly successful. The 1,500 visitors to the stand were obviously impressed with the examples of work on display in the form of photographs and models. Numerous inquiries were dealt with during the Exhibition when members were able to meet and discuss ways and means of closer co-operation with their counterparts from several other European countries. Many of the Building Group members are already engaged in vast building projects overseas and it is considered that the demand for British 'know-how' and expertise will be stimulated by this exhibition at Bologna.

Some other Chamber activities

Transport and Traffic. Government legislation and the number of transport and traffic projects, schemes and undertakings affecting members of the Chamber has kept the Transport and Traffic Committee of the Chamber busily engaged in representing the Chamber's views to appropriate authorities. It has been closely concerned with the new and controversial Transport Bill and has maintained close liaison, through the Association of British Chambers of Commerce with the Transport Users Joint Committee.

Amongst the many items which have been under discussion are: Ports Reorganization, the new system of Carrier Licensing, the Third London Airport, Tunnel Motorways, the Greater London Traffic Management Schemes, Redevelopment of Piccadilly Circus and the Covent Garden area, Parking problems, Accident prevention, etc.

Members of the Committee have visited Tilbury Docks and the BP Refinery on the Isle of Grain, London Airport, the Traffic Computer Centre at New Scotland Yard and various other places to gain first-hand knowledge of transport problems and to further the interests of Chamber members.

The Committee maintains contacts with other bodies concerned with transport such as: The Road Haulage Association, the Traders Road Transport Association, the Central London Productivity Association, etc., and this relationship has been of great value to the Committee in the assessment of transport and traffic problems and schemes and in the investigation of difficulties and ideas submitted by Chamber members.

City Affairs. Such matters as Rating, Postal and Telephone Services, Public Hygiene, Street Numbering and Name Plates, Shop Hours, Winter Flood Threat to Central London, the Civic Ameni-

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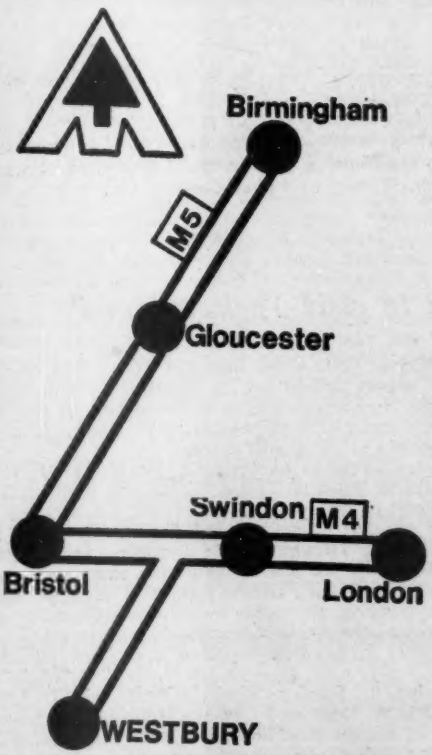

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Mr. Crosland at EFTA meeting in Vienna

MR. ANTHONY CROSLAND, President of the Board of Trade, leads the United Kingdom Delegation at the meeting of the EFTA and FINEFTA Ministerial Councils in Vienna, November 21-22. He will be accompanied by Mr. Fred Mulley, Minister of State at the Foreign and Commonwealth Office.

Ministers at Vienna are expected to discuss all current issues in EFTA, including the activities and progress of the Association and European integration.

Board of Trade Second Secretary appointment

MR. ANTHONY CROSLAND, President of the Board of Trade, with the approval of the Prime Minister, has appointed Mr. Sidney Golt, CB, to be a Second Secretary in the Board of Trade, in succession to Mr. Alan Neal, whose appointment to a post of Third Secretary in the Treasury with effect from December 2, has already been announced.

Note:

Mr. S. Golt, CB, who is 58, was educated at Christ Church Oxford where he graduated in Philosophy, Politics and Economics. He joined the staff of the war-time Central Price Regulation Committee in 1941, and was Secretary of the Committee from 1945 to 1947. Since 1947 he has served in the Board of Trade, in posts on both the home and overseas side, becoming an Under-Secretary in 1960. From 1960 to 1964 he was in charge of the export promotion side of the Board, and since then of the external commercial policy division. Earlier this year he was the official leader, under the President of the Board of Trade, of the British delegation to the Second United Nations Conference on Trade and Development, in New Delhi. He was made CB in 1964, Mr. Golt is married, and has two daughters.

WESTMINSTER CC – ASSISTANCE TO EXPORTERS, *continued*

ties Bill, Decimalization, Industrial Security (covering Fire and Industrial Espionage), etc., are dealt with by a City Affairs Committee, who meet regularly to consider the interests of members in relation to these and many other subjects. Useful contacts have been established by the Committee with Central Government and Local Authorities.

Meetings are frequently arranged for all members at which talks are given by experts in the particular subject under discussion.

Taxation. The Chamber's Taxation Committee is ever vigilant in considering the implications of new or proposed taxation measures and the possible effects their implementation would have. The Committee have studied such subjects as the Value-Added Tax, Personal Income Tax and Sur-Tax, Withholding Tax on Dividends in the United Kingdom, Corporation Tax, Selective Employment Tax, Close Company Legislation and Hydrocarbon Taxes and in many cases submissions and recommendations have been made to the Chancellor of the Exchequer, the Inland Revenue and other bodies.

From this brief review of some of the more important services of the City of Westminster Chamber of Commerce it is hoped that more industrial and commercial undertakings will gain a wider appreciation of the benefits to be derived from membership of an active Chamber of Commerce.

We, in Westminster, constantly strive to maintain our reputation as being one of the most progressive of such bodies with services which are up to date, exhaustive and wide ranging. These apart, the Chamber frequently provides a platform or forum for prominent speakers and leaders in politics, industry and commerce.

We would emphasize that the main work of the Chamber is the individual service to members who make numerous requests for advice and assistance on subjects covering a very wide field and with whom we insist on maintaining a personal relationship.

'Why waste your staff's time to solve problems unfamiliar or time consuming when the Chamber can do the work for you?'

Lord Brown's letter on exports

A LETTER from Lord Brown, Minister of State at the Board of Trade, with special responsibility for exports under the President, is at present being distributed to a wide range of exporting companies throughout the United Kingdom.

Lord Brown has already received many very interesting replies and although he reads them all he cannot, for obvious reasons, reply personally to every one.

However, he wishes his gratitude for the objective and thought-provoking nature of the replies to be known, and believes that the comments made will be of real value within the Department.

The letter describes the *Export Service Bulletin* and proposals for a computer operated service to enable ESB to give individual subscribers notice of export opportunities in fields for which they register an interest. It also discusses the importance of personal export visits overseas by sales representatives.

Lord Brown, Minister of State, Board of Trade, seen giving a send-off to the largest tipping bulker ever made in the United Kingdom. The material and component parts of the bulker are of British manufacture, and it was produced by Metalair Ltd., a subsidiary company of English and Overseas Investments Ltd. The bulker, supplied to Valley Carriers Ltd., of Barry, South Wales, joins the fleet operated on behalf of BP Plastics making regular return journeys to Scandinavia. Loads of up to about 20 tons of Breon PVC will be carried. With Lord Brown in this picture are (left to right): Mr. E. W. S. Heyman, managing director of Valley Carriers Ltd.; Mr. R. Hamilton-Peters, Polymers Division general manager, BP Plastics; Mr. G. S. Wigley, sales director, Metalair Ltd.; Mr. Douglas H. Bayle, chairman of English and Overseas Investments Ltd.; and Mr. R. N. Whaley of Valley Carriers Ltd.

Lord Brown to visit Yorkshire and Humberside

LORD BROWN, Minister of State at the Board of Trade, with special responsibilities for export promotion, is expected to visit firms in the Yorkshire and Humberside region on November 21 and 22. This is the latest in a series of visits which the Minister is making to firms actively engaged in the export drive.

The Minister's programme is as follows: November 21, visit to the Board of Trade Regional Office, Leeds, for a discussion with the Board's export officers; visit to the Freight Liner Terminal and new container base at Stourton, near Leeds; call on T. S. Harrison and Sons Ltd., Heckmondwike (machine tool manufacturers) to open formally new factory and office extensions; visit to Wilson and Longbottom Ltd., Barnsley (makers of carpet and other looms), with meeting, arranged by Barnsley Chamber of Commerce, of representatives of other exporting firms from the area; small dinner party for Sheffield exporters at the Grand Hotel, Sheffield.

November 22, visit to Stanley Works (Great Britain) Ltd., Sheffield (makers of hand tools) and Cravens Homalloy (Sheffield) Ltd. (maufacturers of freight containers and trailers); a luncheon at the Royal Victoria Hotel, organized by the Sheffield Chamber of Commerce; visit to Leppington (Cutlers) Ltd.

Trend of improvement in trade balance following devaluation should continue

— Mr. Peter Shore

'LOOKING AHEAD into the second post-devaluation year there is every reason to expect that the trend of improvement in the trade balance will continue', Mr. Peter Shore, Secretary of State for Economic Affairs, told the Association of Economic Representatives in London on November 13.

Reviewing the experience of the past twelve months, he said that conclusions were inevitably interim, because the full effects of devaluation on our trade were yet to be felt and also because its particular effects were difficult to isolate from other major factors operating on the British economy – including, for example, the spurt in international trade over the past nine months. Commenting about one month's trade figures and the need to see them against the trend, he said: 'This reservation is as important today when the figures show a trade deficit of £66 million, as it was last month when it was only £33 million.

'Nevertheless if we look at the year as a whole a pattern of response can now be seen. At first a sharp deterioration in our trade balance; then in the past quarter an obvious, indeed major, improvement. This pattern – sharp deterioration followed by sharp improvement – was of course predictable – although the exact timing and the exact magnitudes were not. The effect of devaluation was almost overnight to make the bulk of our imports some 16 per cent more expensive with, at first and inevitably, only a small offset in higher export prices and volumes.

'So, in the event, the value of imports went sharply up at the beginning of this year and this was reinforced first by the strong consumer demand prior to the Budget and later by stock building as production steadily increased. During the past five months, however, imports have flattened out – although at a high level.'

It was clear, however, that the benefits of import replacement have yet to be garnered. Partly because overseas suppliers were quite prepared in the short run to cut profit margins in order to hold on to their share of the British market, partly because the purchasing policies of firms had a certain inertia which tended to favour existing suppliers, partly because import-competitive British manufacturers had to gear their production to meet new requirements – for all these reasons the benefits of import replacement could be expected to show more positively in the year ahead than in the year just past.

Turning to exports, the Minister said that the timing of the response to devaluation had been different. 'Allowing for the distortion of last winter's dock strike, each successive quarter of the past year has seen an increase in the volume and value of British exports. Among the first to respond were manufactured goods with a short to medium production cycle: such as motor cars, clothing and consumer durables generally. But major products, aircraft, ships, heavy electrical plant, have yet to make their contribution to the trade figures. But for them orders have flooded in, and they will earn hard cash in 1969, 1970 and beyond. In the last three months, including today's figures, exports have averaged £536 million a month, eight per cent, or £40 million higher than the previous three months and some 25 per cent higher than before devaluation. Even allowing for increases in sterling prices, there has been a substantial – 15 per cent – increase in export volumes.

'Taking imports and exports together, the deficit in the balance of trade in the last three months has been cut by not far short of a half of what it was in the previous three months.

'Given an average rate of expansion of world trade, the trend of improvement should continue. The two-year programme for demand and cost management which we have worked out through public expenditure cuts, the 1968 Budget and the prices and incomes policy will greatly assist this process. Domestic demand on resources whether from public or private spending is now being severely restrained while incomes and prices policy is ensuring that our competitive advantage gained through devaluation is fully maintained.

'Looking ahead into the second post-devaluation year there is every reason to expect that the trend of improvement in the trade balance will continue.'

Mr. Shore went on to say that the wiping out of ten years erosion of our cost competitiveness – and that was what devaluation meant – was certainly valuable but it would not by itself bring about the rising and continuing export performance we needed unless industry took far reaching steps to increase efficiency, to improve productivity, design, delivery, marketing, to reorganise its structure, to step up its investment and to aim firmly at world, not just British, markets.

'Positive action will be needed to improve performance on this, the supply side of the economy, he said. 'To ensure that this is done, the Government must work closely with industry and assist in improvements which are both in the nation's and industry's own interest. My own Department, the DEA, is the focal point for this co-operation, and we shall work with, and through the EDC's, the industrial Departments, and our own Industrial Advisers and the IRC.

'In 1969 the Government will explore with particular industries and firms, ways of speeding up the switch of resources into the balance of payments and of improving their balance of trade. The Planning Document which I am shortly to present to the NEDC will provide a basis for these discussions relating national performance to the performance likely to be needed from major industries if our national goals are to be achieved.'

Concluding, Mr. Shore said that at the end of this first post-devaluation year he would sum up the experience and the prospects as follows: 'The shift of resources into the balance of payments which it is the main purpose of devaluation to achieve, is now under way. We estimated that compared with 1967 a shift of something like 3 per cent of the gross domestic product would be needed to secure our balance of payments; that is to wipe out our deficit, to achieve the surplus that we require and to finance the extra investment that sustained export-led growth would involve for our manufacturing industries.

'As we near the end of 1968 the evidence suggests that imports have levelled out while the export trend has been strongly up. Equally, and perhaps more important, industry is reporting more favourable export prospects than ever before and surveys both by Government and industry, point to a sharp increase in investment by manufacturing industry in 1969.

'Clearly there is still a long way to go' said Mr. Shore, 'and we cannot and will not relax until our objectives are secured. We must also be prepared within an improving trend for fluctuations in the trade balance. But, at the very least, that trend is now in the right direction.'

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Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 6.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	Vinyl bromide	As in previous column	December 31, 1969	13232
29.11	Crotonaldehyde containing not more than 4% by weight of water	Crotonaldehyde	December 31, 1969	13233
29.13	1, 1, 1-Trifluoroacetylacetone, of a purity not less than 99%	Trifluoro acetylacetone	December 31, 1969	2253
29.14	Methyl *p*-toluate	As in previous column	December 31, 1969	6705
29.15	Dimethyl adipate	As in previous column	December 31, 1969	13114
29.20	Di-(4-*tert*butylcyclohexyl) peroxydicarbonate	As in previous column	December 31, 1969	13234
29.25	*N*-Cyclo-octyl-*N'N'*-dimethylurea	As in previous column	December 31, 1969	13229
29.31	*n*-Dodecane-1-thiol	*n*-Dodecyl mercaptan	December 31, 1969	6101
29.35	Haematoporphyrin dihydrochloride.	Haematoporphyrin hydrochloride.	December 31, 1969	13226
	Phenylbutazone, sodium derivative.	Phenylbutazone sodium	December 31, 1969	13231
90.01	Lenses, Fresnel, converging, being composite sheets of artificial plastics, bearing a concentric system of grooves of a uniform density, not less than 18 grooves per centimetre; the lenses being not more than 1·0 centimetres in thickness, not less than 27 centimetres and not more than 29 centimetres square, with chamfered corners and having a focal length not greater than 16 centimetres	Fresnel lenses.	December 31, 1969	10168

Application for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received an application for the reimposition of import duty from January 1, 1969 on the following item which is at present temporarily exempt from duty.

Tariff heading	Description	Reference
29.43	2-Deoxy-d-glucose	2388

Imports of fresh apples

THE BOARD OF TRADE have issued Notice to Importers No. 1233 announcing that the quota for imports of fresh apples from non-sterling sources other than the Eastern Area countries for the period from January 1, 1969 to June 30, 1969 will be 68,750 tons (1,375,000 cwts.).

Applications can be considered only from traders who held such licences during the corresponding period of 1968. They should be made on form ILB/A and be sent to reach the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1. Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies only the applicant's name and address and description of goods (fresh apples) should be entered.

Applicants who wish to effect clearance at more than one port should make out one application form only, indicating the proportion in which they wish their allocation to be split.

Licences issued under this quota will in no case be valid until January 1, 1969 nor be extended beyond June 30, 1969.

Imports of refined sugar

THE BOARD OF TRADE have issued Notice to Importers No. 1232 announcing that the arrangements permitting imports of refined sugar against open individual licences from all sources except Southern Rhodesia are being continued for a further six months from October 1, 1968. The validity of open individual licences (prefixed 'AS') is accordingly extended from September 30, 1968, to March 31, 1969. (Licence documents should *not* be returned to the Board for amendment.)

These licences continue to serve also to clear any imports of Negotiated Price Quota sugar which polarizes at more than 98 degrees.

Licence-holders are required to submit monthly returns of contracts entered into during the month, showing:

1	2	3	4	5
Item No.	Country of origin	Country of consignment	Weight (tons)	Expected month of arrival in UK

Note: Amendments (including cancellation) to commitments previously notified should also be shown.

The first return submitted after receipt of this Notice should include information about all contracts for shipment due to arrive from October 1, 1968.

Returns should be forwarded to reach the Board of Trade, Import Licencing Branch, 1 Victoria Street, London, S.W.1, *not later than the 10th of each month.*

Application for anti-dumping duties on mechanical alarm clocks

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Acts 1957 and 1968, of anti-dumping duties on imports of mechanical alarm clocks, of a value less than 12 shillings c.i.f. each, imported from China, Czechoslovakia, Hungary, Poland and the USSR. This application may be extended to include other countries who supply such clocks at prices which appear to be dumped.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statemest in strict confidence. Requests for the statement, together with an undertaking in these terms should be addressed in writing to Tariff Division, Board of Trade, Room 108, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Board of Trade at the above address not later than December 11, 1968. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

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'New charter for tourism'

MR. ANTHONY CROSLAND, President of the Board of Trade, made the following statement on tourism in the House of Commons on November 13:

'Until recently, Government financial aid specifically for tourism has been largely confined to the British Travel Association which, with a grant-in-aid covering some 80 per cent of its expenditure, has been mainly concerned with promotion and publicity, particularly, overseas. The BTA, with co-operation from the Scottish and Wales Tourist Boards and other organizations, has done an outstanding job for the nation, and I would like to pay my tribute to them.

'But Government policy for tourism is now moving into a new and more intensive phase which is characterised in particular by three developments: first, the Hotel Development Incentives scheme, which I announced on March 20; secondly, the intention to provide for the registration and classification of tourist accommodation; and, thirdly, a new proposal to take powers to give selective financial aid to particular tourist projects.

These new policies would not be suitable for administration by a voluntary body such as the BTA. On the other hand, the basic work of promotion and publicity could not be suitably carried out by a Government Department.

'The Government have therefore decided to bring before the House legislation to provide for a new statutory organization to carry out both the existing functions of the BTA and the new functions which I have mentioned.

'It will consist of three boards. First, there will be a tourist board for Great Britain, responsible for those matters on which a common policy is needed for the country as a whole – for example, overseas promotion, research, co-operation with other national organizations, and the provision of common advisory services. This British board will be responsible to, and appointed by, me.

'The British Board will also have certain functions in respect of England alone. It will be responsible for research, promotion and publicity on behalf specifically of English tourism. It will administer in England the Hotel Development Incentives Scheme, any selective financial aid to particular projects, and, when introduced, the registration and classification of tourist accommodation. One of its members will therefore have particular responsibility for England, and will chair an advisory committee which will be widely representative of English regional and tourist activities.

'There will be separate statutory boards for Scotland and Wales. They will carry out for Scotland and Wales all the tasks and functions which the British board will perform for England. They will be responsible to, and appointed by, the Secretaries of State for Scotland and Wales respectively. The Chairman of these two boards will be members of the British board.

'All three boards will be compact and functional. The members will not be representatives or delegates for particular sectional or geographical interests, though the board will, of course, be in close touch with regional, area and local tourist organizations and with the Economic Planning Councils. Indeed, the Government would welcome a further development of regional and area tourist associations.

'Tourism is making a steadily increasing contribution to our foreign currency earnings. I hope that these substantial proposals for re-organization will increase that contribution still further.'

The new proposals were described as 'a new charter for tourism' by Mr. William Rodgers, Minister of State, Board of Trade. Mr. Rodgers, who was speaking at a press conference in London on the same day as Mr. Crosland's statement, said he hoped the Bill to provide for the new legislation would be introduced early in the New Year and that Royal Assent would be given by the summer. It was hoped that the new organization would become fully operational in 1970-71.

The British Board will have up to nine members and the Scottish and Welsh boards up to seven members each. Mr. Rodgers emphasised that experts on the tourist industry would be among those recruited to the Boards. The new proposals, he said, were for an administrative and policy framework for ideas and enthusiasm 'which will make the tourism industry boom'.

Report on hotel service

The Economic Development Committee on the Hotel and Catering Industry issued its report 'Service in Hotels' on November 14. It is obtainable, price 5s. 6d. from HMSO, 49 High Holborn, London, W.C.1.

HRH Princess Margaret opens new Scottish Design Centre building

THE OPENING of the Scottish Design Centre's new premises by HRH Princess Margaret in Glasgow on November 12 marks the culmination of 23 years' work by the Council of Industrial Design Scottish Committee.

The move from West George Street to 72 St. Vincent Street was made necessary by the steady increase in the number of visitors to the old Scottish Design Centre, and by the growing demands made on its exhibition, education and retail services. Attendances at the Centre's constantly changing display rose by 20 per cent each year since it started on a permanent basis in 1960; more manufacturers are making use of the exhibition's sales-pulling power; almost 80 schools benefit from the Education Section's special services; and the Centre's retail and engineering courses attract delegates from both sides of the Border.

Features of the new building are: an increase in exhibition space to 6,000 sq. ft. on two floors; an outside display area of 1,000 sq. ft. for open-air exhibitions of street furniture and outdoor equipment; five big display windows at street level on a corner site in the heart of the city; and a conference room where meetings will be held to strengthen the Centre's links with such organizations as the CBI, BNEC, the Scottish Craft Centre, and Chambers of Commerce.

Daventry development committee see Ministers

MR. ANTHONY CROSLAND, President of the Board of Trade, and Mr. Kenneth Robinson, Minister of Planning and Land at the Ministry of Housing and Local Government, received a deputation from the Daventry Development Committee on November 18. The deputation expressed concern that the housing programme at Daventry seemed likely to outstrip the demand, and in their view this was due to the refusal by the Board of Trade to permit firms to develop in Daventry and, by increasing employment opportunities there, to create a demand for houses. The deputation urged the Government to allow firms to move into Daventry.

Ministers told the deputation that the Government wished to see the Birmingham overspill schemes succeed, and recognized the importance of an adequate supply of industry to the overspill towns; they emphasized, however, that in the main this industry was expected to come from the conurbation and that they could not set aside the Government's general policy towards development in the Midlands.

The fact that four applications for industrial development certificates and one application for an office development permit had been refused this year compared with no refusal in the previous three years did not indicate any change in policy; each application had to be considered on its merits. Daventry was an attractive location for industry; and given close co-operation and support of all concerned with the overspill schemes, the Government were of the view that a steady flow of industry from the conurbation could be expected.

New Board of Trade factory on Teesside completed

THE ENGLISH Industrial Estates Corporation have announced that the 180,000 sq. ft. Board of Trade factory being constructed for Renold Limited on the new Teesside Industrial Estate, has been completed.

It is expected that the project will provide employment for more than 500 people of whom the majority will be men. The company are, however, reserving sufficient land to enable the unit to be expanded to 400,000 sq. ft., and this expansion would increase employment by a further 1,000/1,500 people.

Consideration of mergers by BoT

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act.

The Weir Group Ltd. and The Harland Engineering Co. Ltd.

British Insulated Callenders Cables Ltd. and Power Securities Corporation Ltd.

Third Board of Trade advance factory at Leven, Fifeshire

THE BOARD OF TRADE is to build a third advance factory of 30,000 sq. ft. at Banbeath, Leven, Fifeshire. This was announced by Mr. William Ross at a press conference following the meeting of the Scottish Economic Planning Council in St. Andrew's House, Edinburgh, and follows the earlier announcement of the allocation of the Leven No. 1 advance factory to Cemented Carbide Products Ltd., which will employ 51 (46 men) when in production.

Scottish Industrial Estates Corporation, who build and manage the Board's factories, hope to begin work on the third factory – which has a floor area of 30,000 sq. ft. – in the near future.

ICI fibres £12m. Northern Ireland expansion scheme

ICI FIBRES, synthetic fibre producers, have announced a further investment of £12 million in a major expansion of their Kilroot works in Northern Ireland. These extensions form part of ICI's total expansion programme in synthetic fibres representing an investment of over £100 million.

The planned expansion will raise the capacity of Kilroot for Terylene apparel and industrial textile yarns by some 50 per cent to 75 million lb. per annum. It is expected that the extensions will mean an increase in employees from the present 1,700 to over 2,100 and establish Kilroot works as one of the largest polyester filament yarn plant in Europe, and ICI Fibres as one of the world's biggest producer of polyester filament yarn. Installation of additional machinery has already started in the existing factory, and construction of new buildings and plant will be undertaken in a programme to be completed in 1970. Well over 120,000 square feet of additional factory floor space will be provided by the new buildings.

Mr. Brian Faulkner, Minister of Commerce, welcoming the announcement, said he was not only gratified at the prospect of additional employment, but also at the extension in the scope of manufacture.

Industrial training

MRS. BARBARA CASTLE, Secretary of State for Employment and Productivity, has approved proposals by the Chemical and Allied Products Industry Training Board and the Wool, Jute and Flax Industry Training Board for levies on employers within the Board equal to 0.8 per cent in the case of the former, and 1.5 per cent in the case of the latter of their payrolls in the year ended April 5, 1968.

An order – Industrial Training (Footwear, Leather and Fur Skin Board) Order, 1968, SI 1968 No. 1763, HMSO, price 1s. 9d. – has also been laid before Parliament constituting the industrial training board for the footwear, leather and fur skin industry. This is the 26th training board to be set up under the Industrial Training Act, 1964, which will come into operation on November 27.

With regard to the Chemical and Allied Products Industry Training Board the levy will be used to make grants for the external and in-company training of a wide range of occupations, including training officers, managers, scientists, technicians, sales and clerical staff, craftsmen, and operators.

Provision is made for employers to appeal to independent tribunals against assessment.

This is the effect of an Order – SI 1968, No. 1739, available from HMSO, price 1s. – made by Mrs. Castle and laid before Parliament on November 8, which came into operation on November 20.

To meet the special cases of employers in the Wool, Jute and Flax industry, with different training needs there are differential levy rates of 0.3 per cent, 0.8 per cent, 1.1 per cent, 1.3 per cent, 1.75 per cent and 2.0 per cent. Some wool merchants and some brokers will be exempt from levy for this year.

As a means of helping the small employer, the Order also provides that some employers whose total emoluments are less than £4,000, should pay one-half of the appropriate levy rate, and where total emoluments are £4,000 or more, they should be reduced by £2,000 before assessment.

The bulk of the levy will be used to make grants for the training of apprentices, operatives, training instructors, approved persons responsible for training administration, managers and supervisors, administrative, commercial and clerical trainees, technologists and technicians, and for other aspects of training which the Board wishes to encourage.

Provision is made for employers to appeal to independent tribunals against assessment.

This is the effect of an Order – SI 1968 No. 1762, HMSO, price 1s. 3d. – made by Mrs. Castle and laid before Parliament on November 14, which comes into operation on November 27.

BSI report on progress in standards

THE 1968 Annual Report of the British Standards Institution has been published and provides a complete picture of standardization and metrication progress achieved by the Institution during the past year, listing new standards, draft standards circulated for comment, and new work in progress.

Copies of the BSI Annual Report may be obtained from the BSI Sales Office at 101/113 Pentonville Road, London, N.1. Price 10s. each (postage 9d. extra to non-subscribers).

DEA 'Progress Report' for November

THE NOVEMBER ISSUE of DEA *Progress Report* contains articles on 'Invisibles, 1967-68', which gives a brief summary of the trend of invisibles, their composition, and the effect of devaluation on them; 'Consumers' Spending', which looks at some of the changes which have been taking place in consumers' spending in recent years; 'Technological Innovation', which gives some of the facts and figures on which the Central Advisory Council for Science and Technology based the recommendations in its report on Technological Innovation in Britain; and 'Notes from the Economic Development Committees'.

Progress Report is published monthly by the Department of Economic Affairs in two sections, an Economic Section and an Industrial and Regional Section.

Robert Hough

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BIM reappraisal of aims and organization

THE British Institute of Management has published a Report re-appraising the aims and organization of the Institute, under the chairmanship of Sir Cecil Mead. The BIM Council has now accepted the Report, and its implementation is being given high priority. In a foreword Lord Watkinson, chairman of BIM Council, cautions that not everything can be put into effect immediately and that some adaptation of the recommendations may be made necessary by the rapidly changing scene in Britain.

The Report states that the British Institute of Management 'has grown in strength, influence and prestige in the first 21 years of its life, and its role and importance are recognized increasingly widely. A firm foundation of achievement has been created on which it may now build'.

Facts and figures on the BIM's growth included in the report show that gross income has trebled since 1959-60. Over that period gross income from seminars, etc., has increased from £40,500 to an estimated £305,000 for 1967-68. In the last two years the number of individual members has grown by more than a third and reached 20,303 by March 31, 1968. Subscriptions from collective subscribers have doubled since 1962-63, and on March 31 there was a total of 10,109 collective subscribers whose subscriptions covered almost 7½ million employees.

The Institute was established as a result of official initiative, and in its early years received financial support from the Government. In more recent years the Institute had not received any general financial support for its activities, although there had been a number of grants made for a limited period in respect of the introduction of special activities. It had now been agreed, however, that the Institute would receive a grant from the Government for 1968/69 up to a maximum of £100,000. Recently it was agreed that a Government grant of £650,000, to be spread over the next seven years, would be given to the Institute.

The Committee sets this growth of the Institute against the background of the change in the national environment since 1947 when the BIM was established following the recommendations of the Baillieu Committee.

The Committee also says that 'the Institute should continue to develop its knowledge of developments and practice throughout the field of management and should seek to establish more firmly as the central point of reference for management matters.' It concludes, moreover, that while it should not 'try to act as a managerial trade union, the Institute could serve its members and the community well by articulating, and presenting publicly, an enlightened management view on issues which arise involving the expertise of management.'

The Committee observes that 'industrial companies account for about 80 per cent of the revenue from collective subscribers. A high proportion of the largest companies are members; but as the size of firm diminishes, so does the proportion in membership'. In addition the Institute receives only 5 per cent of its income from collective subscribers from the public sector.

While 'sustained efforts must be made to maintain the rate of growth' in collective membership in particular, 'there should be imaginative attempts to increase the number of smaller companies in membership'. The Report later recommends that the Institute should take the lead in reviewing what should be done to assist and improve management in the small firm. The Institute must also 'strive to develop further the membership of public sector organizations'.

'The Institute should not itself undertake fundamental research,' although it 'has an important role in stimulating it'. 'The applied research work done by the Institute to discover by survey facts about management practice, and to assess the value of particular management techniques' should be expanded. The Committee also recommends the Institute to consider 'augmenting the permanent staff with suitable qualified people released from industry or the academic worlds on periods of secondment . . . to carry out applied research projects, and to work in the important field of techniques assessment'.

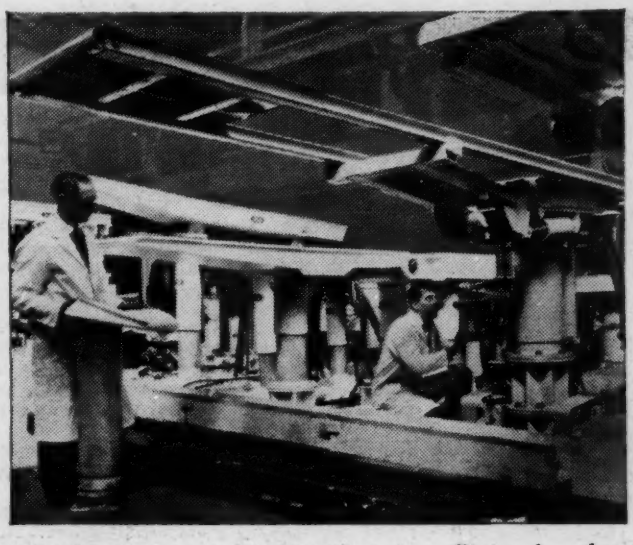
The Institute's publications should reflect the quality of the work it is doing, and include more material describing and analysing managerial techniques and practices in a form which can be assimilated readily by the working manager.

The Report states that in future internationally organized companies will play an increasingly important role in world economic development, and that the Institute must be aware increasingly of the special problems of international companies and of developments in the international management scene. The Mead Committee also emphasizes that the Institute has an important part to play in presenting British management to the world.

The Report recommends that Regional and local activities should be strengthened and co-ordinated more purposefully, that there should be an increased number of regionally-based permanent staff, and closer relations and improved communications between the headquarters of the Institute and the branches.

The Report concludes by saying that the managerial environment of tomorrow will be 'more competitive, more international, and more scientific, and it will set for the manager exacting standards of intellectual discipline, knowledge and responsibility. It will call also for an understanding of the social and community problems engendered by change. We are convinced that the work being done by the Institute will grow in importance and that it should pursue with renewed vigour into the seventies its aim of raising individual and collective standards of management by serving its members.'

The Report is available from the British Institute of Management, Management House, Parker Street, London, W.C.2, price 5s.



Self advancing powered roof supports for collieries throughout the world undergoing comparison trials by research and development engineers at the Sheffield works of A. G. Wild and Co. Ltd., the mining equipment manufacturers. The support to the right of the picture is for thick seam mining in different countries; next to this is a pillar extraction support developed for the Australian mining industry and behind the kneeling engineer is a three-legged support of a type exported to the American coal mines. Wild supports are in use for winning coal in many areas and for the mining of gold in South Africa, phosphates in Morocco and bauxite in Hungary.

Crafts centre mission to Tokyo

THE CRAFTS CENTRE of Great Britain, aided by the Worshipful Company of Goldsmiths, will be mounting an export mission to Tokyo for the last fortnight of April 1969. The aim of the mission is to search for the most promising outlets for quality produce from small consumer goods workshops, with a view to supporting British Week in Tokyo next October.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO,*

Aviation and Shipping

Mr. Rodgers sees deputation from British Eagle

MR. WILLIAM RODGERS, Minister of State, Board of Trade, with special responsibility for Civil Aviation, received on November 19, on behalf of the President of the Board of Trade a deputation representing employees of British Eagle, who presented him with a petition on behalf of their colleagues.

Mr. Rodgers said that he and the Government greatly regretted that British Eagle had ceased flying after such a long and enterprising record. He expressed admiration for the loyalty to the firm shown by so many employees who were faced with the sudden prospect of redundancy and sympathized with their desire to help if they could.

He made it clear that the Government would prefer not to see the broad balance between the independent and public corporations upset at the present time.

However, it had not been within the power of the Government to intervene in what was ultimately a commercial failure. The Government did not have a doctrinaire view of the future of the Civil Aviation industry. It was anxious to see it grow and to determine its policy in the light of the Edwards Committee's report.

Commission on the Third London Airport: hearing of oral evidence

AT ITS THIRD public hearing today (November 22) the Commission on the Third London Airport will take oral evidence on aircraft noise and nuisance in relation to the siting of a third London airport.

The hearing will be in the Hoare Memorial Hall, Church House, Westminster, London, S.W.1 (Great Smith Street entrance). Oral evidence will be taken at 10.30 a.m. from the British Association for the Control of Aircraft Noise; at 11.30 a.m. from the United Kingdom Federation Against Aircraft Nuisance; at 2 p.m. from the Noise Abatement Society; and at 3 p.m. from the Local Authorities' Aircraft Noise Council.

A full transcript will be taken, of which copies can be purchased from Cherer & Co., 34 Essex Street, Strand, London, W.C.2.

Board of Trade appointments

CAPT. E. W. LEWIS, the Board of Trade's Professional Officer and Chief Nautical Surveyor, will retire on January 9, 1969. He will be succeeded by Capt. A. C. Manson, the Board's Principal Examiner of Masters and Mates, whose post will be filled by Capt. M. J. Edwards.

Capt. Lewis served at sea from 1919 to 1938, obtaining his Extra Master's Certificate in 1928, and commanded ships of the King Line before entering the Marine Survey Service as a Nautical Surveyor in 1939. He was promoted to Senior Nautical Surveyor in 1948, to Principal Officer in 1957, and to his present post in 1965. Capt. Lewis has served in Newcastle-upon-Tyne and London, in sections at Headquarters, and also as Principal Officer in Cardiff and Liverpool, before returning to Headquarters in 1965.

Capt Manson started his sea service as an apprentice with the Bank Line in 1923. He obtained a Master's Certificate in 1932 and his Extra Master's Certificate in 1946. Before entering the Survey Service as a Nautical Surveyor in 1948 he had been in command of ships and for four years was a lecturer at the South Shields Marine School. He has served at Headquarters and in London, Newcastle and Southampton Districts. He rejoined Headquarters in 1957 on promotion to Senior Nautical Surveyor, and after a further period at London, assumed his present post on promotion in 1964.

Capt. Edwards served at sea with Messrs. J. C. Harrison, and this period included service in command. He joined the Service in 1944 as a Nautical Surveyor and gained his Extra Master's Certificate in 1946. Capt. Edwards served in Cardiff and Barry before promotion to Senior Nautical Surveyor in 1958. He has served since then in various sections at Headquarters and at Cardiff and Aberdeen.

A new Crane Fruehauf container line, plans for which were announced earlier this year, is scheduled to commence production during November. Costing approximately £250,000, it virtually doubles the existing Crane Fruehauf Container production capability at their North Walsham Division. Recent visitors from Japan, examining the new plant, were Takehird Moro (centre) (Technical Department, Mitsui O.S.K. Lines Ltd.), and Yukoh Masuda (right) (deputy general manager, Nippon Fruehauf Company Limited). Seen with them is Mr. David Gibling, Divisional general manager at Crane Fruehauf's North Waltham factory. Overseas orders for Crane Freuhauf containers and container carrying semi-trailers announced this year already exceed £500,000 underlining the International aspect of containerization.

Analysis of UK/US container services

CONSULTANTS working for the National Ports Council have developed a cost model focussed on the port-to-port costs of ship operators for breakbulk and container services. The report – 'Containerization on the North Atlantic' – relates to a pilot study undertaken by Arthur D. Little Ltd. to explore various methods of estimating future berth requirements for unitized general cargo.

The report estimates that in 1970 more than 1 million tons of containerized traffic should move in the two directions combined between Britain and east coast ports of the United States. The study also deduced that in 1970 there will be container ship space available between North West European and United States North Atlantic ports which could carry slightly more than all the cargo that it is feasible to containerize on this route. By that date six United Kingdom berths will be in regular operation serving the route.

A summary of the report is published in the Council's latest Research and Technical Bulletin, which can be obtained from the National Ports Council, 17 North Audley Street, London, W1Y, 1WE. Price 15s. The full report is also available from the National Ports Council, price 5 gns.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the avi ation and shipping industries. O her Parliamentary Answers will be found on page 1394.

TUESDAY, NOVEMBER 12

Profit from duty-free airline shops

The President was asked if he would ascertain through the National Board for Prices and Incomes the percentage of profit made by both duty-free shops at airports and by United Kingdom airlines on cigarettes, wines and spirits. In reply Mr. William Rodgers, Minister of State, Board of Trade, said that these prices did not fall within the scope of the National Board for Prices and Incomes.

Edinburgh Airport

Asked whether he would now agree to the request of the British Airports Authority for the funds necessary to enable them to provide a second runway at Edinburgh Airport, Mr. Rodgers said that the airport belonged at present to the Board of Trade not to the British Airports Authority. While the timing of the new runway was among the matters they were discussing with the Authority as potential owners of the airport the decision, which they hoped to reach before long was theirs.

Replying to a further question as to what steps were being taken to acquire the land necessary for the construction of a second runway at Edinburgh Airport, he said that the site was being safeguarded so as to ensure against any development taking place which might conflict with the use of this runway when built.

A questioner who asked how many passengers were affected in flights unable to land or take-off at Edinburgh Airport on Thursday, October 31 and Friday, November 1 due to cross winds, was told 1,062 in the two day period.

WEDNESDAY, NOVEMBER 13

British Eagle

'No precise estimates are possible, but the amounts involved are likely to be small," said Mr. Rodgers, asked to estimate the annual loss of foreign exchange due to the termination of British Eagle air services.

Aircraft noise

Mr. Rodgers was asked to publish details of his survey of aircraft noise in the Royal Borough of Kensington and Chelsea. He answered that a noise map derived from the survey undertaken in the summer of 1967 had been placed in the Library of the House.

THURSDAY, NOVEMBER 14

Private airline operators

Answering a question on policy regarding the development and expansion of private airline operators on scheduled and charter services, Mr. Rodgers said that within the framework of the present licensing arrangements the Board of Trade's aim was to encourage the opening up of new markets which gave the opportunity for sound development in civil avaiation and to maintain the existing balance in the industry until the Report of the Edwards Committee had been seen and considered.

MONDAY, NOVEMBER 18

Airline companies

The President was asked if he would institute an inquiry under the Companies Acts into the activities, in contravention of Section 38 of the Companies Act 1967, of the following inter-related companies, Sir Henry Lunn Limited, Minster Assets Limited, Travel Trust Limited, Invicta Airways Limited, and British Eagle International Airlines. Mr. Dell replied: 'Section 38 of the Companies Act, 1967, extends the powers of the Board of Trade under Section 165 (b)(i) of the Companies Act, 1948. Section 38 enables the Board to appoint inspectors to investigate the affairs of a company, including a company in voluntary liquidation, where there are circumstances suggesting, among other things, that the business of the company has been conducted with intent to defraud creditors. On present information there do not appear to be grounds for the appointment of inspectors to investigate the affairs of the companies to which my hon. Friend refers but I will consider any information which he may wish to put before me.'

British Eagle International Airlines

Replying to a request to refrain from deciding appeals made against decisions of the Air Transport Licensing Board to transfer or revoke any licence held by British Eagle International Airlines Limited pending a decision on the reconstruction of the company, Mr. Rodgers said: 'I cannot set aside the statutory procedures relating to appeals, but the Air Transport Licensing Board has not yet considered any applications or proposals.'

BOAC advertising

'No. This is a matter within BOAC's commercial discretion,' said Mr. Rodgers, asked to issue a general direction to British Overseas Airways Corporation not to use American-owned agencies in their advertising campaigns and activities.

Holland Martin Committee

Asked to make a statement on the procurement of the mother-ship as recommended in the interim report of the Holland Martin Committee, Mr. Anthony Crosland, President of the Board of Trade, said he would do so very shortly.

Royal Air Force, Northolt

Several questions were asked about civil aircraft at RAF, Northolt. Asked what weight limit was in force for civil aircraft movements there Mr. Rodgers said the present limit was 12,500 lb. but it had been agreed to raise it to 13,500 lb.

Replying to a Member who asked why civil aircraft using Royal Air Force, Northolt, were not permitted to fill an instrument flight plan either for arrival or departure Mr. Rodgers said the amount of traffic to and from RAF, Northolt, which could use controlled airspace was severely limited because of the interaction with Heathrow traffic. No IFR capacity could be spared for civil movements which are therefore obliged to fly under Visual Flight Rules.

Civil helicopters were prohibited from using the airfield, said Mr. Rodgers, because the ban was one of a series of measures designed to ensure safety of operation and to minimize disturbance by noise.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industralists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance

Price **8s. 6d.** (*by post* 9*s.* 4*d.*). Annual Subscription **£5 12s.** including postage and a copy of the Definitions of items and units employed in the Digest.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, NOVEMBER 12

Ministerial responsibility for Sea Transport Division

Mr. Harold Wilson, the Prime Minister, was asked to make a statement on Ministerial Responsibility for the Sea Transport Division of the Ministry of Transport. He said: 'Yes. I propose to transfer responsibility for this Division from the Ministry of Transport to the Board of Trade on January 1, 1969, subject to the laying before Parliament of the necessary Transfer of Functions Order.

'The study suggested in the Seventh Report of the Estimate Committee for Session 1966-67 showed that it would be uneconomic to split off the Division's work on service stores for transfer to the Ministry of Defence, especially as its volume is likely to decline. It will now be easier to man and manage the Division efficiently if it is associated with the other work on shipping matters for which the Board of Trade have responsibility.'

Trade with Finland

Lord Brown, Minister of State, Board of Trade, was asked to state the present volume of exports from the United Kingdom to Finland; and whether HM Government would give consideration to a British Trade Fair in Finland to increase our export potential. He answered: 'During the first nine months of 1968 exports from the United Kingdom to Finland were valued at £58.3 million. Consideration is being given to various ways in which British trade with Finland can be further promoted, but I doubt whether an all-British Trade Fair will prove to be the most effective method.'

Intellectual Property conference

The President was asked what were his intentions with regard to ratifying the conventions drawn up at the Conference on Intellectual Property held in Stockholm last year. In reply Mr. Edmund Dell, Minister of State, said: 'The British delegation signed the revised Paris Convention on Industrial Property, the Madrid and Nice Agreements on False Indications of Origin and the Classification of Trade Marks, and the Convention establishing the World Intellectual Property Organization. HM Government intends to ratify these in the near future. The revised Berne Convention on copyright was not signed because of the Protocol allowing developing countries special latitude in the use of copyright works. HM Government has no present intention of accepting this Protocol or the substantive provisions which go with it. It is, however, possible to accede to the administrative clauses of this Convention alone, and this HM Government intends to do.'

WEDNESDAY, NOVEMBER 13

'News of the World'

Mr. Anthony Crosland, President of the Board of Trade, was asked whether, as a result of his official discussions with the Governor of the Bank of England and the chairman of the City Take-over Panel, he would make a statement on the action he plans to take regarding the *News of the World* situation. The President answered: 'I am in touch with the Governor of the Bank of England about plans for strengthening the City Code and the Panel and the possible reinforcement of these measures by the Board of Trade. I have, however, no statement to make at this stage either about these general matters or about the *News of the World* situation.'

Cotton textile industry

In answer to a request for an estimate as to the proportion of the home market which it was Government policy that the cotton textile industry should retain after the expiry of the existing quota arrangements, the President said he hoped to form a view of the future size and structure of the industry when he had the report of the Textile Council's Study on Productivity and Efficiency.

Exports to Commonwealth

In the period January to October the proportions of British exports to Commonwealth countries were 23 per cent and 25 per cent respectively, and for the year 1967 24½ per cent, said Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, in reply to a question.

Industrial development

Questions were answered by Mrs. Dunwoody on industrial development at Millom, the Northern Region, and the Yorkshire and Humberside Region.

THURSDAY, NOVEMBER 14

Trade in dollars

Questions were asked about the total value of all United Kingdom exports and imports in United States dollars in the first two quarters of 1967 and the first three quarters of 1968, giving each quarter separately. Mr. Dell gave the following information:

	Total imports c.i.f.		Imports c.i.f. excluding U.S. military aircraft		Exports + re-exports f.o.b.	
	Recorded	Seasonally adjusted	Recorded	Seasonally adjusted	Recorded	Seasonally adjusted
	$ million		$ million		$ million	
1967 1st quarter	4,506	4,420	4,497	4,410	3,866	3,918
2nd quarter	4,537	4,456	4,493	4,413	3,878	3,721
1968 1st quarter	4,782	4,665	4,735	4,618	3,744	3,696
2nd quarter	4,649	4,622	4,588	4,561	3,744	3,640
3rd quarter	4,672	4,801	4,583	4,712	3,757	3,952

NOTE: The 1967 conversion rate was $2·80 to the £ sterling and the 1968 rate $2·40.

WEDNESDAY, NOVEMBER 13

Imported electrical machinery

A Member inquired what action was proposed to encourage the substitution of imported electrical machinery, apparatus and appliances by the home-produced article, in view of the 42 per cent rise in imports during the third quarter of this year. Mr. Dell said imports of electrical machinery, apparatus and appliances during the third quarter of this year were some 42 per cent higher in value than for the third quarter last year. Compared with the second quarter this year they were 4.8 per cent higher. The Government were pursuing a wide range of general measures designed to improve the competitiveness of British industry and thus increase exports and save imports. In particular the Electrical Engineering Economic Development Committee was carrying out, on the basis of information provided by HM Customs and Excise, a study of imports with a view to encouraging the production of competitive British products. In addition the Board of Trade have held a meeting with British manufacturers and distributors of domestic electrical appliances to discuss the type of goods which the distributors need and the range of goods which British manufacturers have to offer.

Import prices

Asked how soon he estimated that the average import price rise of 13 per cent since devaluation would fall to the same level as the eight per cent rise in export prices; and what he estimated that the two would settle at the same figures, Mr. Dell said the trend in import prices was difficult to predict but, barring any large fall in commodity prices, he would not expect any marked movement down in import prices.

FRIDAY, NOVEMBER 15

Food imports

Asked what types and quantities of food contributed to the increase in the food imports in the October trade figures, Mr. Dell said: 'The £10 million rise in food imports on a seasonally adjusted basis compared with September was largely accounted for by increases of £3½ million in dairy produce, about £2 million each in sugar and fish and £1½ million in meat. Fuller details including quantities of these imports will be published on November 27 in the October Overseas Trade Accounts.

Industrial Development

Replies to questions concerning industrial development in the North east are reported in *Hansard*.

MONDAY, NOVEMBER 18

Duccio's 'Madonna and Child'

A Member asked if the President was aware that an official of his department was informed on the telephone by the solicitor to the Society of London Art Dealers, on August 23, 1968 of the circumstances surrounding the sale of the Duccio painting in March 1968; and what steps his department then took to inform the National Gallery. Mr. Dell made the following statement: 'I have seen a report in the press that a firm of solicitors carried out instructions from the Society of London Art Dealers on August 23 to inform the Board of Trade of the circumstances of the sale of the Duccio painting, and to ask them to convey the information to the National Gallery.

'The Board have been in correspondence with the solicitor concerned about this report. A letter dated November 15 from him confirms that he did not disclose the circumstances surrounding the sale of the Duccio, but that the Society were anxious to inform the Board of these circumstances, and would do so on September 30, the earliest date on which they could meet the Board. The solicitor goes on to say that he told the Board that the painting was under offer to the National Gallery, and that the Society thought that the appropriate authorities should be informed.

'The official concerned in the Board has no recollection that the National Gallery was mentioned. The Board of Trade were, however, already aware at the time from applications received for export licences that Mr Weitzner had bought the painting at Aldwick Court in March, and that he wished to export it to the United States. This information had been passed to the National Gallery in June.

'The solicitor also states that his conversations with the Board of Trade left him in no doubt that the Board were already aware of all the allegations concerning this picture and that what was required was concrete evidence. In fact, until the Society came to see my officials on September 30, they had no more information than was contained in the export licence application.'

Effects of Icelandic devaluation

Answering a request to estimate the effect on the British fishing industry of the Icelandic Government's decision to devalue their currency, Mr. Dell said it was not possible at present to assess the effect of Iceland's devaluation on the British fishing industry since we did not yet know how far starting prices of Icelandic fish would fall as a result of the devaluation.

Frozen fish fillets

A Member inquired what estimate had been made of the effect of the 10 per cent tariff on the imports of frozen fish fillets; and what increase was expected in the sale of British frozen fish fillets. Mr. Dell replied that it was reasonable to expect home production to benefit from the reimposition of the 10 per cent duty, but it was too early to estimate the extent of the benefit in terms of increased sales.

Imports of calves from Eire

Asked how the figures for the imports of calves from Eire for October compared with those for 1967, Mr. Dell said information from the Ministry of Agriculture, Fisheries and Food showed that 101 calves were imported from Eire in October compared with 307 in October last year.

Foodstuffs affecting trade figures

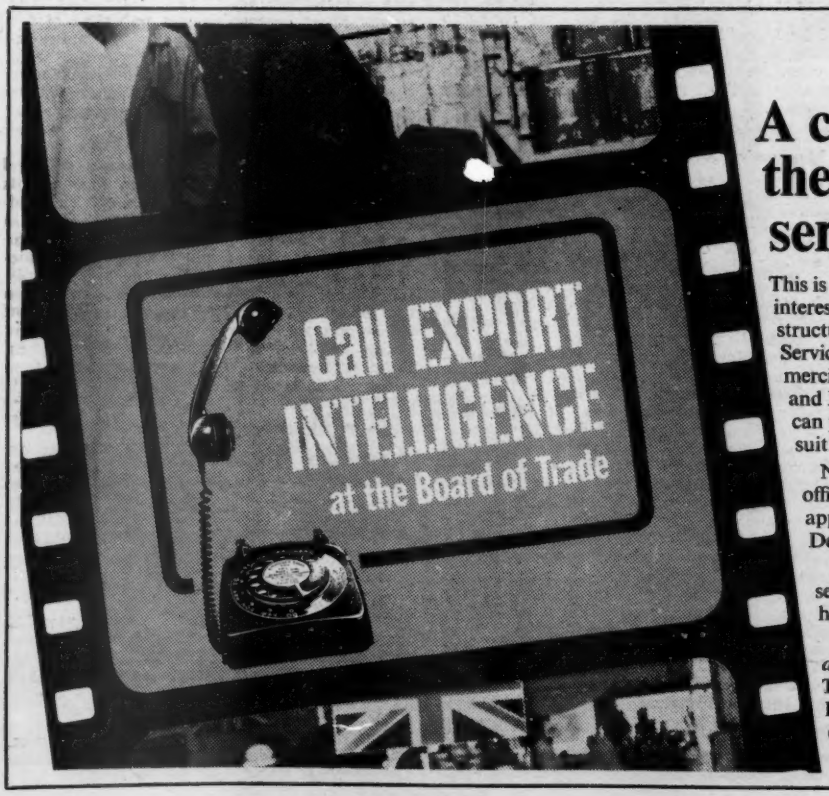
A Member asked for a list of those foodstuffs adversely affecting the trade figures for the last month with comparable figures for the past three months and for the same periods in 1967. Mr. Dell said the £10 million rise, on a seasonally adjusted basis, in food imports in October compared with September was largely accounted for by increases of £3½ million in dairy produce, £1¼ million in meat and £4 million in miscellaneous food, of which, it was estimated that sugar and fish each accounted for about £2 million.

Imports of selected food items

£ million: seasonally adjusted

	Dairy Produce	Meat	Miscellaneous Food*
1967 July	15·5	31·2	33·0
August	15·8	31·6	32·3
September	19·7	30·5	33·5
October	15·4	24·3	29·9
1968 July	17·5	34·9	37·8
August	15·3	31·3	34·6
September	15·0	33·0	35·3
October	18·4	33·5	39·4

*Miscellaneous food covers SITC divisions:
00 Live animals.
03 Fish.
04 Sugar.
06 Coffee, tea, cocoa.
09 Other food.



A colourful guide to the Government's services to exporters

This is the most recent of the Board of Trade's films of interest to all exporters. It describes in 30 minutes the structure and operation of the Board's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. It shows how they can provide expert advice and assistance tailored to suit an individual firm's needs.

No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

If you want to know how the Government's services for exporters operate and how they might help your firm, you should see this film.

Copies of this 16 mm colour film are readily available on hire from:
The Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3
(Phone: 01-743 5555)

New Books

Export Agents: A Complete Guide to Their Selection and Control, by Colin McMillan and Sydney Paulden. (223 pages. Gowan Press. £3.) Normally only the largest British exporters wish to set up subsidiaries overseas, and then often only in their biggest markets. Most firms appoint local agents responsible for selling in specific markets. Choosing the right agent can therefore be of vital importance to any firm considering the export of its goods, particularly as it has been estimated that over half the world's trade is done through agents. This useful book outlines the practical steps a manufacturer must take in appointing agents for his products and ensuring that the relationship is profitable. It contains a great deal of information on pinpointing the agent by defining the market; different types of agency; how to find the agency candidates; what the agent expects from his principal; the contract and special laws on agency relationships in 20 countries. Chapters are also included on agency systems in the centrally planned republics of Eastern Europe, the trading companies of Japan and the use of regional agents. Additionally the appendices cover export terms, specimen status reports, specimen bills of exchange, a code of ethics for manufacturers' agents, useful addresses, a guide to drawing up contracts and specimen agency agreements. A map showing the world divided into 14 market supervision areas is printed on the book's endpapers. The authors have both had extensive experience in this field and have travelled widely. Colin McMillan is now director of the East European Department of the Overseas Marketing Corporation, and is responsible for the sales of British products to the countries of the COMECON bloc. Sydney Paulden has specialized as a writer on international trade and was for eight years the editorial director of a firm publishing market intelligence journals. The Board of Trade's Export Services Branch or appropriate regional office can of course do much to help United Kingdom manufacturers to find good overseas agents or representatives. Working with Diplomatic Service commercial officers overseas, the Board is able to search out and recommend firms or individuals who appear suitable for appointment as agents.

Monopoly and Restrictive Practices, by G. C. Allen. (183 pages. Allen & Unwin. Hardback £1 16s.; paperback 21s.) This book provides an introduction, for businessmen as well as students, to the study of British monopoly policy. It reviews, within a framework of economic concepts, the evolution of the policy. The opening chapters discuss the general problem of monopoly in modern industry, workable competition and effective business performance, cartels, combines and industrial concentration. A brief sketch of the historical and legal background to the treatment of monopoly in the United Kingdom follows. The main part of the book concentrates on contemporary British monopoly policy, and includes chapters on the Monopolies Commission, the Restrictive Practices Court, resale price maintenance, mergers and monopolies of scale. Monopoly policy in the United States and Continental Europe is also briefly surveyed. In his final chapter, Professor Allen appraises the achievements of the policy in the United Kingdom, draws attention to problems that have been encountered in its execution, and considers possible lines of future development. Extracts from legislation are reproduced in appendices, and a select bibliography is also included. The author participated in the initial formulation of monopoly policy during the war years, and subsequently served on the Central Price Regulation Committee and the Monopolies Commission. The preface is dated February 1968 and the book therefore does not take into account the Restictive Trade Practices Act 1968, which was dealt with in two articles in last week's *Board of Trade Journal*, vol. 195, No. 3739, November 15, 1968, pages 1287-1290.

Cargo Management in the 1970s: A Report to the National Ports Council, by E-A Space and Advanced Military Systems Limited. (2 volumes. National Ports Council, 17 North Audley Street, London W1Y 1WE. £5 5s.) Shipping goods for export involves a great deal of paper work and in this report the consultants recommend a computer-based information system to reduce this load, simplify the procedures and yet be more effective than the existing methods. A 'compound system' is proposed which is sufficiently flexible to cater for the documentation requirements of the whole range of commercial and official port users. It employs a central data bank controlled by computer with user access by telex, telephone, or computer links. Besides the direct savings envisaged on clerical effort, production of port statistics and recording of financial transactions, it is expected that other benefits will accrue in the form of increased productivity at ports, through reductions in waiting time, better use made of ship and shed space, and other factors. The system is believed to be suitable for the 10 largest ports in the United Kingdom. Volume one presents the general conclusions of the study, with recommendations, and volume two presents the supporting technical details. To test the feasibility of the scheme the National Ports Council has commissioned the consultants to do further work which will include a more specific assessment of benefits and costs and a detailed specification of the system. For readers who wish to learn something of the scheme, the National Ports Council has summarized the report in the current issue of their *Research and Technical Bulletin* (issue No. 4, 1968. 15s.) This issue also contains three papers on aspects of containerization, as well as others on such topics as method study, and the port of San Francisco.

A Manager's Guide to Work Study, by Owen Gilbert. (159 pages. John Wiley. £1 10s.) The traditional view of work study, which concentrates solely on work measurement persists to this day. Indeed, almost every national study of the habits of men in the industrial or managerial setting is reduced by the popular journalist to the phrase 'time and motion study'. One of the purposes of this book is to place these more basic notions within the general context of work study, to show the interrelation of work measurement and method study and to place all these within the framework of the overall management problem. *A Manager's Guide to Work Study* aims to give the manager an idea of what work study might involve and what can be expected from the tecnique without going too deeply into its technicalities. Based mainly on examples drawn from the steel industry, the book is aimed specifically at all people engaged in managing human resources, in industry, local government, the armed forces, hospitals, etc., as well as those in management service departments, as for example those concerned with work study, operational research, organization and methods., ergonomics. It is also suitable for lecturers and students in business school, management colleges and departments of business administration in colleges and universities.

Economic Organization of Modern Britain, by Noel Branton. (221 pages. English Universities Press. 20s.) This book is in some respects a companion to the author's earlier book *Structure of Commerce*. It is concerned primarily with the organization of British industry and with the impact of the forces of economic change on its structure. One chapter, however, takes a very general look at the relations of the British economy with the world trading system. It will be of assistance to students who are taking courses leading to a Diploma in Business Studies, for students of management who require an introduction to economic organization and for those who are working for the examination of the increasing number of professional bodies which require students to know something of this field. It may also serve the needs of first year university students who need supplementary reading in applied economics, and provide useful reading for students taking courses leading to diplomas or degrees in Operational Research.

The Computer in Education, by Derick Unwin and Frank Atkinson. (74 pages. Library Association, 7 Ridgmount Street, Store Street, London WC1. 14s. to members; 17s 6d. to non-members). Computer assisted instruction is a relatively new but well documented subject. Over a thousand books, reports and articles have been written on the subject. This is a select bibliography of four hundred items, which includes bibliographies, books, articles, papers and reports. The bibliography is divided into the following parts: general, administration, research, computers as teaching machines, and computer languages. An author index and a subject index are included.

Plant Bargaining: A Report on Negotiation and Plant Bargaining in the Rubber Industry. Economic Development Committee for the Rubber Industry. (19 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.) The National Economic Development Office was asked by the National Joint Industrial Council for the rubber industry to carry out a survey of the procedures for negotiation and consultation in 13 rubber factories. The survey *Plant Bargaining* was published at the request of the Little Neddy for the rubber industry. The need for the survey arose from the conclusion of a new and unique agreement for the rubber industry by its NJIC in June 1967, which in effect sought to tie future earnings to productivity and explicitly recognised plant bargaining. The report deals with the difficulty of measuring the gains from changes in working practices and also the dilemma of whether productivity benefits should be paid to all the workers in a factory or only to those operatives whose work has been affected. Possibly the most important finding of the survey was that most of the shop stewards interviewed were well aware of specific changes that could be made to improve efficiency but were reluctant to take the initiative in proposing them, even though such changes might bring better pay. This is a complex situation which needs more study.

Other Publications

SERVICE IN HOTELS: A STUDY OF THE LABOUR COSTS OF PROVIDING PERSONAL SERVICES IN HOTELS WITH SUGGESTIONS FOR COST SAVINGS. Economic Development Committee for Hotels and Catering: National Economic Development Office. 43 pages. Available from HMSO and other Government bookshops. 5s. 6d.; by post 6s.

TARIFF-MAKING AND TRADE POLICY IN THE US AND CANADA: A COMPARATIVE STUDY, by Kenneth C. Mackenzie. 311 pages. Published by Praeger, New York. Distributed by Pall Mall Press. £5 4s.

TIN IN YOUR INDUSTRY, edited by W. T. Dunne. 48 pages. Available free from Tin Publications Ltd., 7 High Road, London W4.

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Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	October 29	
834,101	Agfa Aktiengesellschaft fur Photofabrikation.	Magnetic record carriers.
870,570	Agfa Aktiengesellschaft fur Photofabrikation.	Magnetic record carriers.
991,491	Les Laboratoires Albert Rolland .	Process for obtaining opotherapic extracts.
1,009,787	Archibald Milne Hamilton . .	Improvements relating to beds or other supports particularly for disabled people.
	October 30	
847,052	Jacques Fontaine	Flexible tubing and manufacturing process thereof.
859,082	Standard Telephones & Cables Ltd. .	Phase modulators for carrier communication systems.
	November 1	
1,008,142	The Carborundum Company . .	Process and apparatus for effective solid-state reactions.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

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From MONDAY, 2nd till FRIDAY, 6th DECEMBER, 1968 inclusive, at 10.30 a.m. prompt each day.

SHIRLAW, ALLAN & CO., AUCTIONEERS, 5 KEITH STREET, HAMILTON, LANARKSHIRE, have received instructions to Sell, by Auction, as above.

On View Monday, 25th till Friday, 29th November, 1968 (8.30 a.m. to 4.15 p.m.) and during Sale.

ADMISSION BY CATALOGUE (PRICE 5/-) FROM AUCTIONEERS.

Hamilton, November, 1968 Tel. No. Hamilton 23063

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
Nov. 26	**Industrial equipment, miscellaneous stores**	**Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2. (Tel. 053-2-20898.)**

Fork lift trucks; compressors; generators; charging sets; lathes; drilling and grinding machines; woodworking machines; pumping sets; steam cleaner; cranes; weighing machines; MT assemblies; industrial tractors; trailers; towing ambulances; transporting and lifting equipment; concrete mixers; electric cable; wireless and signal equipment; testing instruments; pneumatic tools; hand tools and tool kits; tyres; fire fighting equipment; safes; wood and metal boxes; screw cutting and reamer sets; portable run-ways, 3-ton; gravity roller conveyors; ironmongery; musical instruments; household and kitchen equipment; 35,000 GS haversacks; raincoats; tents; carpets; rugs; curtains; groundsheets; web equipment; kitbags; rope; rags; mattresses, palliasse and bolster cases; battledress; greatcoats; shirts; shoes and ankle boots; chairs; tables; wardrobes; lockers; beds; desks; forms; dressing chests; bedside tables, etc., and quantities of steel binning.

Dec. 3	**Vehicles, miscellaneous stores**	**Auctioneers' premises**	**Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233.)**

Bedford Utilecon, Minibus, 3-ton cargo trucks and 31-seater coaches; Austin 1-ton trucks; Brockhouse 10-cwt. and 1-ton trailers; Morris J2 vans; 7-ton Eagle trailer; Muirhill dumper (4½ cu. yd.); David Brown tractors; Fowler Challenger tractor, fully tracked; Taylor Jumbo crane; AEC Matadors; Austin, Morris, Ford, Land Rover road springs; portable 3-ton runway; Hillman Huskys; Morris Minor 1000; BSA 500 c.c. motor cycles; 160-lb. tents with poles and pegs; MT and electrical spares; hand tools; miscellaneous clothing; furniture; kitchen equipment; machine tools; telephone sets; ball and roller bearings; scrap metal; fire extinguishers and large assortment of general stores.

Dec. 5	**Miscellaneous stores**	**No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. 2053.)**

Photographic equipment including 16 mm. cine camera and cine projector; Colmer Graflex ground camera; aircraft cameras; exposure meters; various lenses; flash guns; epidiascopes and episcopes; print trimmers; glazing machine and drum assemblies; roll and sheet film and bromide paper; chemical packs for Ektachrome film; Kodagraph DC developer; May & Baker Exprol solution; large quantities of sodium metabisulphite, sodium thiosulphate and other chemicals; electrical equipment including motors; generators; rectifiers; regulators; invertors; cable; batteries; battery chargers; switches; meters, etc.; actuators; fuel pumps; aircraft wheels; brake units; steel pallets; wooden cases; clothing including greatcoats; jackets; blouses; trousers; skirts; khaki drill clothing; parka coats; lightweight flying suits; ankle boots and other footwear; webbing equipment and a large quantity of general stores.

Dec. 10-11	**Technical and miscellaneous stores**	**Ordnance Storage and Disposal Depot, Branston, Burton-on-Trent, Staffs.**	**Arnold & Son (Dept. L), 'Modwena House', 13 Market Place, Burton-on-Trent. (Tel. 4657.)**

Radar cabin trailers; trailer-mounted air compressors; trolley-mounted lubrication plants; light and medium/heavy concrete breakers; paint spraying outfits; miscellaneous radar and radio components; AR88 radio receivers; cameras and film; aircraft components and ground equipment; electronic valves; oscilloscopes; test sets; laboratory equipment; machine tools; instrument jewels; motor vehicle spares including engines; axles; wheels; body panels; tyres and inner tubes; electrical components, etc.; wire towing cable; wooden cases; clothing; textiles including webbing packs and haversacks; large quantities black cotton webbing; camp equipment; furniture; large quantities of general stores.

Catalogues of the above sales obtainable from relevant auctioneers about 14 days prior to and up to the dates of sale, price 1s. 0d. (postal order only).

ARMY BOOTS

12,000 pairs of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence auction sale to be held at BARLOW on November 26, 1968. They will be sold in sizes and most lots will not exceed 200 pairs. Catalogues, price 1s. 0d. (postal order only) available from the auctioneers: Bartle & Son, 52 Merrion Street, Leeds, 2.

At the HARTLEBURY Sale 10 lots of 210 pairs and 10 lots of 470 pairs will be offered in mixed sizes. Each lot contains a range and quantity of sizes particularly chosen for the retail trade. Catalogues price 1s. 0d. (postal order only) available from the auctioneers: Nock & Joseland 65 Coventry Street, Kidderminster, Worcs.

NISSEN HUTS

100 NISSEN HUTS sizes 16 ft. by 36 ft. and 24 ft. by 66 ft. are to be sold at the Ministry of Defence auction sale to be held at BARLOW on November 26 1968. Catalogues, price 1s. 0d. (postal order only) available from the auctioneers: Bartle & Son, 52 Merrion Street, Leeds, 2.

INSTRUMENT JEWELS

Many thousands of INSTRUMENT JEWELS including RING STONES, END-STONES, RONDELLS and VEE JEWELS will be sold at the Ministry of Defence auction sale to be held at BRANSTON on December 10-11, 1968.

WIRE TOWING CABLE

A very large quantity of WIRE TOWING CABLE, non-twist (specification DTD 750 Section 3) diameter 0.15 in., will also be sold at BRANSTON in Lots of 12,600 yds. and 16,800 yds. Catalogues, price 1s. 0d. (postal order only) from the auctioneers: Arnold & Son, "Modwena House", 13 Market Place, Burton-on-Trent, Staffs.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
Dec. 3	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1960 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+354	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133 (1)	133	171	165	132	101	172	128	166	203	186	+104(1)	— 47	—30	+10
1967															
1st quarter	133	132	167	161	129	100	166	127	163	192	179	+ 39	— 8	— 7	+14
2nd quarter	133	133	169	162	129	100	175	133	174	200	185	+ 48	+ 12	—11	+14
3rd quarter	133	133	173	166	132	102	173	125	164	207	190	— 32	— 18	—16	—20
4th quarter	134 (1)	135	174	170	135	104	173	125	163	211	192	+ 49(1)	— 32	+ 5	+ 2
1968															
1st quarter	137 (1)	137	179	176	140	106	177	121	183	210	194	—106(1)	—116	+ 3	+46
2nd quarter	134	138	180	170	130	102	174	121	168	216	190	+ 66	+ 43	+12	Nil
3rd quarter	..	140*	..	..	..	103	..	..	..	..	..	..	..	..	+ 5
1968															
April		137				102									
May		138				100									
June		139				103									
July		139*				102									
August		141*				104									
September		140*				102									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1958	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—110
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—299
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225	203	181	—168
2nd quarter	138	125*	125·0	+4·5	122·8	141·3	185·8	550	180		201	180	—169
3rd quarter		129*	125·7	+5·6	122·1*	141·6*	187·4	580	182		209	196	
1968													
March	142	117	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142	120*	124·8	+4·4	123·5	141·1	183·6	535	180		203	180	
May	140	123*	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138	125*	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July	139	123*	125·5	+5·3	121·9	141·6	186·8	580	180		210	188	
August	137*	126*	125·7	+5·7	121·8	141·6	187·4	585	179		209	199	
September		129*	125·8	+5·9	122·4*	141·7*	187·9	575	186		208	201	
October					122·5*	141·8*		551	195		210*	194*	

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

United Kingdom trade in October

Table 1A. United Kingdom trade

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1966	421	496		16	— 8
1967	419	537	533	15	—45
1966 1st quarter	412	508		16	—23
2nd quarter	397	492		16	—33
3rd quarter	428	513		15	—19
4th quarter	446	470	469	17	+43
1967 1st quarter	451	526	525	16	— 6
2nd quarter	428	530	525	15	—37
3rd quarter	420	519	515	16	—26
4th quarter	376	571	566	15	—111
1968 1st quarter	496	647	641	18	—64
2nd quarter	489	642	634	17	—73
3rd quarter	530‡	667	655	19	—48*‡
May	483	660	648	15	—85
June	493	615	608	16	—50
July	510	672	665	19	—82*‡
August	538	668	649	19	—28*‡
September	544	662	651	17	—33*‡
October*	526	671	664	19	—66*
May-July	495	649	640	17	—72*
August-October*	536	667	655	18	—42*

†Excluding transactions relating to U.S. military aircraft financed by Exim bank credit (see Notes).
*Provisional estmiates.
‡Revised estimates.

Table 1B

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	459·8	469·6	17·4
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4	562·8	15·8
1968 1st quarter	501·2	664·2	18·8
2nd quarter	503·0	645·6	17·0
3rd quarter	504·0‡	648·9‡	17·8‡
October*	517·7	717·2	19·3

*Provisional estimates. ‡Revised estimates.

Exports

EXPORTS IN OCTOBER, at £526 million, seasonally adjusted, fell below the record level of £544 million reached in September.

The particularly sharp increases recorded in August and September probably owed something to erratic factors, and a pause in the exceptional sequence of increases in recent months was to be expected. Over the three months August to October, however, exports averaged £536 million a month, 8 per cent, or £40 million a month more than in the previous three months – a very strong rate of increase.

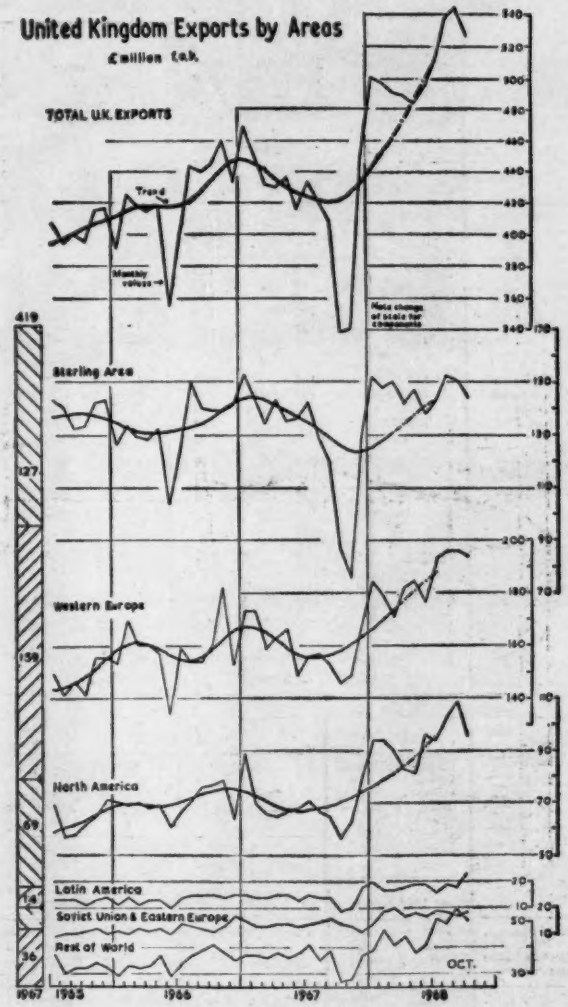


Table 2. United Kingdom exports: areas†

Seasonally adjusted £ million f.o.b. — Monthly averages or calendar months

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	EEC	EFTA				
1967 Year	419	127	159	80	63	69	14	14	36
4th qtr.	376	97	154	81	60	67	12	13	31
1968 1st qtr.	496	150	178	96	66	93	18	18	42
2nd qtr.	489	142	181	95	68	86	19	18	42
3rd qtr.	530	148	195	101	77	102	18	18	52
August	538	152	196	100	78	103	19	18	49
Sept.	544	150	196	101	79	109	18	17	54
Oct.*	526	144	194	102	73	96	23	18	50
May-July	495	143	185	96	72	89	18	18	44
Aug.-Oct.*	536	149	195	101	77	103	20	18	51

* Provisional estimates.
† Figures for Burma and Rhodesia are included with those for the 'Rest of the World.'

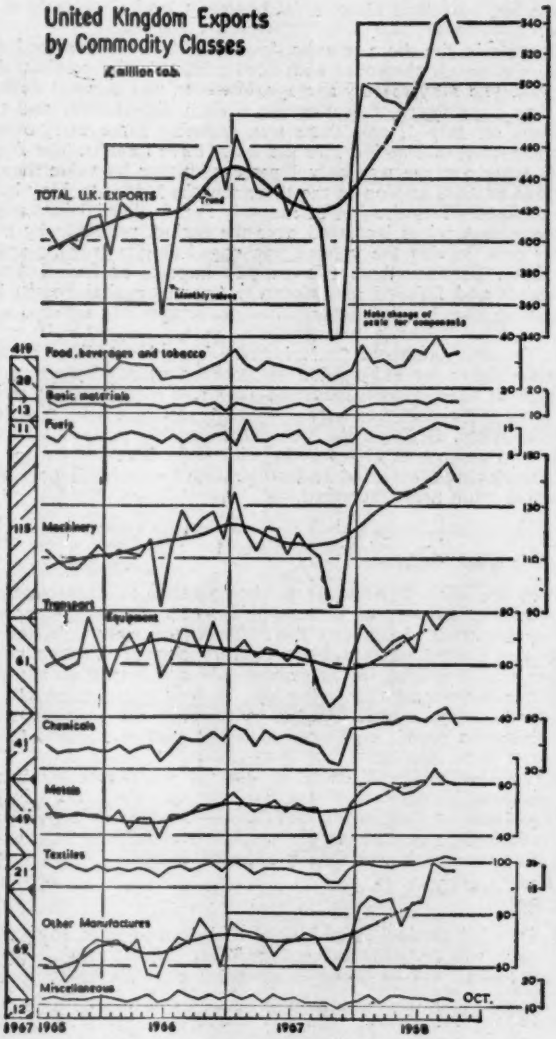
On a longer term comparison exports in August to October were 26 per cent higher by value than the average in the second and third quarters of last year before devaluation. The rise in volume has been about 15 per cent over this period of 14 months and compares with an average increase of about 3 per cent a year in the previous decade.

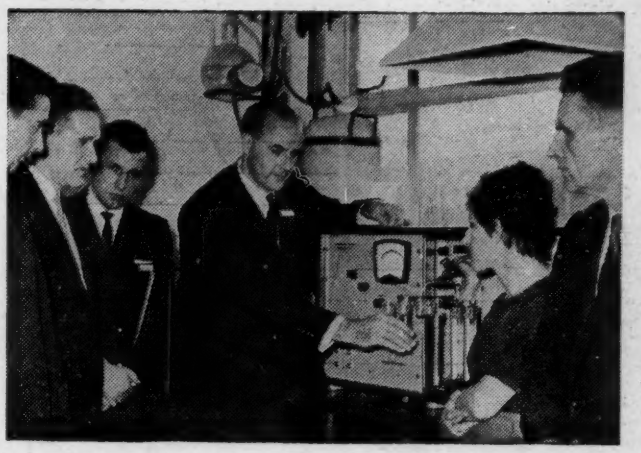
The rise in exports in recent months is reflected in deliveries to all our main markets. Exports to the EEC countries were 6 per cent higher in August to October than in the previous three months; exports to EFTA countries 7 per cent higher over the same period; and exports to the United States were up by 11 per cent, despite some fall-back in October.

Exports to the sterling area, which declined during the first half of the year, were 4 per cent higher than in the previous three months, with a particularly strong rise to the Irish Republic. Exports to Latin America were 12 per cent higher, reflecting increased deliveries of aircraft, but exports to the Soviet Union and Eastern Europe have shown little change from the high level reached at the beginning of the year. Ships and aircraft have also played a part in the strong growth of exports to the rest of the world.

In the commodity pattern of exports, shipments of beverages and tobacco, which were exceptionally high in the third quarter, fell back a little in October. There have been strong increases in recent months in exports of fuels and of 'other manufactures', including clothing and footwear, scientific instruments and diamonds. Exports of machinery increased by 4 per cent between May to July and August to October. Deliveries of ships and aircraft, which were high in October, increased by 17 per cent (£3 million a month) between the two periods. Against this, shipments of road motor vehicles recorded in October fell back by £8 million from the high level reached in the third quarter.

(*Continued on next page*)





A party of scientists and engineers, members of a trade mission from Poland, visited the Camberley headquarters of the Southern Instruments Group on October 29, during a 13 day visit to the United Kingdom. Members of the party are pictured, with their interpreter, during a demonstration of the A 3000 atomic absorption spectrophotometer. The visit was sponsored jointly by BNEC and the Scientific Instrument Manufacturers' Association.

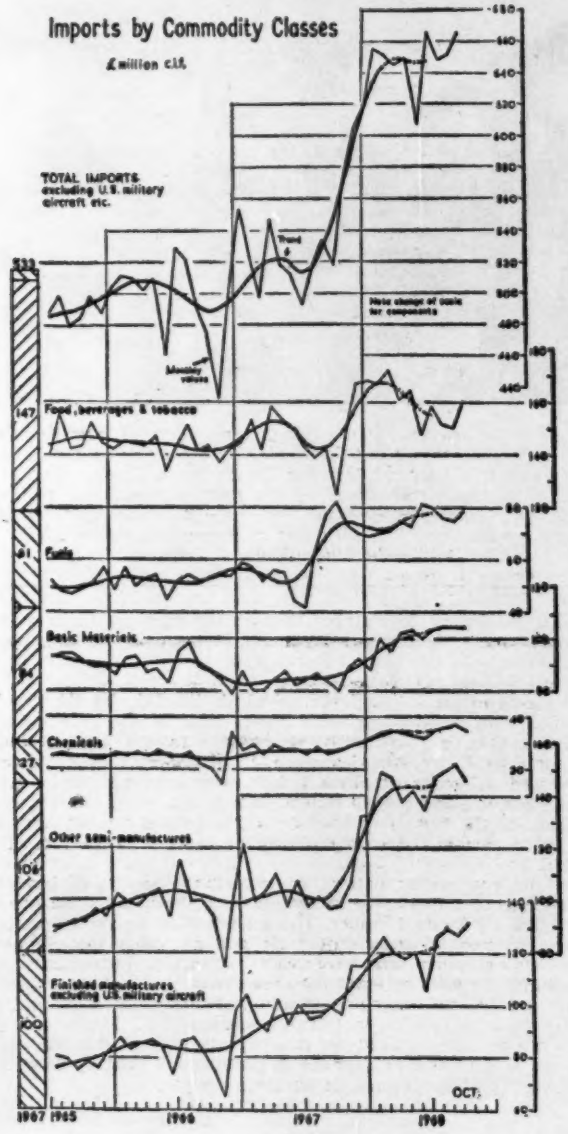
Table 3. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. — Monthly averages or calendar months

	Total	Food beverages, and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
					Total	Total	Machinery	Road motor vehicles	Other transport equipment					
1967 Year	419	28	13	11	356	176	115	44	17	41	49	21	69	12
4th quarter	376	25	11	9	319	158	105	34	18	37	43	19	63	11
1968 1st quarter	496	32	14	13	428	212	141	50	21	47	59	23	85	12
2nd quarter	489	31	15	12	418	205	136	54	15	49	58	24	82	14
3rd quarter	530	35	15	16	455	220	142	61	17	52	62	26	94	13
August	538	40	16	17	459	215	142	61	14	52	66	26	100	12
September	544	33	15	16	465	224	147	61	17	54	61	27	97	13
October*	526	34	15	15	450	220	140	53	25	48	60	26	97	12
May-July	495	33	15	13	424	209	137	57	16	49	58	24	82	14
Aug.-Oct.*	536	35	15	16	458	220	143	58	19	51	62	26	98	12

* Provisional estimates.

UNITED KINGDOM TRADE, *continued*



Imports

Imports in October were £664 million (seasonally adjusted and excluding United States military aircraft), £13 million above the figure for September. £10 million of this was accounted for by increased arrivals of foodstuffs, which often vary markedly from month to month.

Changes in other commodity groups in October were generally small and well within the range of normal variation. They do not suggest any significant change from the recent rate of imports which has fluctuated about a fairly steady level since early in the year.

Imports in the three months August to October averaged £655 million a month compared with £640 million in the previous three months. The May to July average, however, was brought down by the low June figure, reflecting the French disturbances and tariff changes on July 1, and there was probably some carry-over of imports from that period into the latest three months. The August to October average was only 1 per cent higher by value than the average of £648 million in the three months March to May before the disturbance to the run of monthly figures. Partial information suggests that prices increased over the period, probably by about 1 per cent, leaving the volume unchanged despite growing activity at home. Between these two periods imports of fuel, industrial materials and finished manufactures (mainly capital goods) have tended to rise, but imports of food, beverages and tobacco eased back.

In the area pattern of trade, imports from the sterling area were sharply higher by £11 million in October, mainly reflecting high arrivals of food imports from Australia and New Zealand; arrivals from other main sources were not greatly different from their levels in September. Between the two three-monthly periods March to May and August to October, imports from Western Europe and the Soviet Union and Eastern Europe were lower, but imports from all other main areas increased.

Visible trade balance

With the check in October to the sequence of export increases coming together with an increase in imports, mainly in foodstuffs, the visible trade deficit was £66 million (seasonally adjusted and excluding United States military aircraft) compared with a revised figure of £33 million for September. Ships delivered abroad from overseas yards continued at the high level of recent months.

For the three months August to October, the deficit averaged £42 million a month compared with £72 million a month for the previous three months.

In addition to visible trade the current account of the balance of payments includes net invisible earnings which are generally in significant surplus. In the first half of this year, partly reflecting the effects of devaluation, the surplus on invisibles rose to £21 million a month on a seasonally adjusted basis.

NOTES:

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published on November 27* and further analysis of the figures will be found in the form of tables in the monthly

* Accounts relating to the Overseas Trade of the United Kingdom, October 1968, HMSO, price 30s., by post 31s.

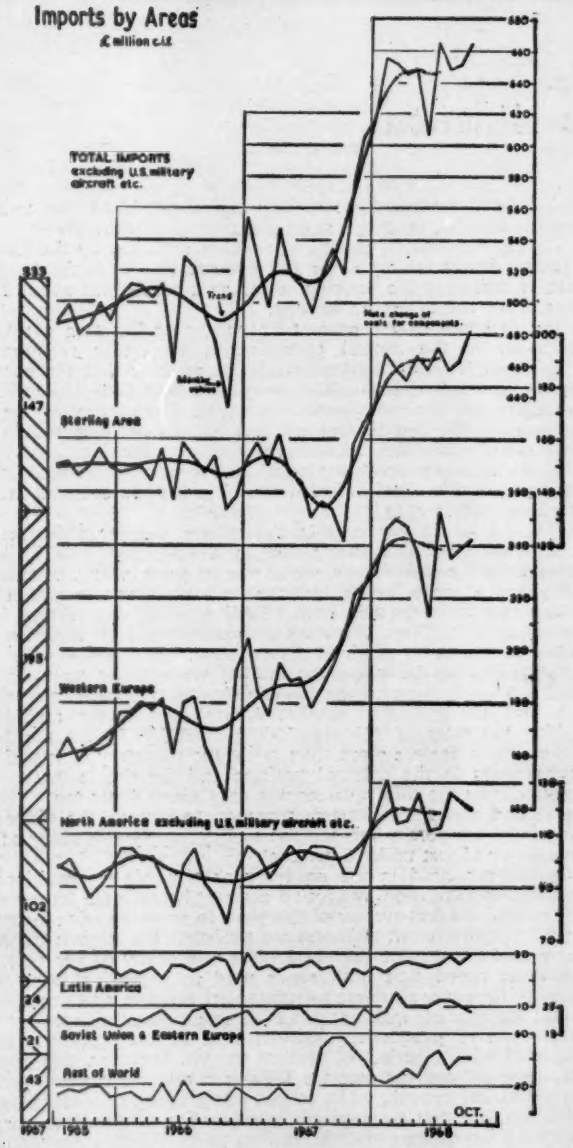
Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f.

Monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Food beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1967 Year	537	533	147	61	218	84	27	106	104	100	7
4th quarter	571	566	148	75	228	87	28	112	113	109	7
1968 1st quarter	647	641	168	70	271	94	34	143	129	122	10
2nd quarter	642	634	157	76	273	101	33	138	124	116	10
3rd quarter	667	655	152	76	287	103	36	148	140	128	9
August	668	649	151	76	285	104	36	146	148	129	9
September	662	651	150	75	293	104	37	152	137	127	9
October*	671	664	160	79	286	104	35	146	138	131	8
May-July	649	640	157	78	277	102	33	141	127	118	9
Aug.-Oct.*	667	655	154	77	288	104	36	148	141	129	9

*Provisional estimates.



Report on Overseas Trade† for December, due to be published on or about December 27.

2. (*a*) **Visible trade balance**

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports, plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

(*a*) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

† Report on Overseas Trade, published by HMSO, price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316 or Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f.

Monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1967 Year	537	533	147	195	106	102	24	21	43
4th quarter	571	566	149	217	104	99	21	21	53
1968 1st quarter	647	641	184	242	129	122	24	25	42
2nd quarter	642	634	187	232	127	119	26	25	47
3rd quarter	667	655	190	242	133	121	27	26	49
August	668	649	187	235	145	126	29	27	46
September	662	651	190	239	134	123	26	25	50
October*	671	664	201	242	127	120	30	23	50
May-July	649	640	191	234	126	117	26	26	49
August-October*	667	655	193	239	135	123	29	25	49

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

General assessment of the economic situation

NOTE: Unless otherwise stated this report is based on seasonally adjusted data.

(*From the article on Economic Situation to be published in* Economic Trends, *November* 1968.)

IT NOW seems probable that output increased quite strongly in the third quarter. There is evidence both of an increase in demand and of a continued rise in industrial production. There was also a downturn in unemployment in September, followed by a further fall in October, while unfilled vacancies rose in both months.

Retail sales in the third quarter were up by about 1 per cent in volume and new car registrations by about one-fifth. An increase of the order of 2 or 3 per cent in consumer spending seems indicated by these rises, following the fall of 6½ per cent in the second quarter. The hire purchase measures announced on November 1 can be expected to enforce a moderate curtailment of consumer demand. The effect of the measures will be at its peak almost immediately, and then fall away in the course of the next 12 months. The reduction in demand to be expected from the measures is limited to the extent that finance house lending would, in any case, have been restrained by the ceiling imposed by the current credit policy.

The volume of visible exports rose by about 7 per cent between the second and third quarters. Very little is yet known about the remaining components of demand, but the Board of Trade intentions inquiry pointed to an expectation amongst manufacturers that their capital outlays would be higher in the second half of this year than in the first. Tentative information also suggests that manufacturers increased their stocks, especially of work in progress, rather faster in July and August than in the second quarter.

Additional evidence of a strong third quarter comes from the figures for industrial production. The index of industrial production has been rising since October 1967, and in July and August together was 1 to 1½ per cent above its second quarter level.

The fall in unemployment did not come until well on in the quarter, but as an indicator of output it should probably be related to a period somewhat earlier than the date on which the count took place. It seems usual for unemployment to reflect mainly the level of output in the preceding three months or so, though there have been periods in the past of very rapid increase in capacity use when the lag may well have been spread over several quarters. In October unemployment fell further and vacancies rose to the highest level since December 1966.

The CBI Industrial Trends Survey for October is consistent with the picture of increasing buoyancy outlined above. It suggests that industrial output is to an increasing extent being limited by shortage of capacity rather than by volume of demand.

After the very sharp increases in August and September, which probably partly reflected erratic influences, exports by value fell in October to £18 million below the record September figure. Taking the three months August to October, they were 8 per cent up by value on the preceding three months, and 26 per cent higher than the average for the second and third quarters of last year before devaluation. Again, comparing the three months August to October with the average for the second and third quarters of last year – a period of 14 months – exports by volume were up about 15 per cent, which compares with an average annual increase of about 3 per cent in the preceding decade.

Imports rose in October by £13 million. Of this, £10 million was accounted for by foodstuffs, a group which tends to move erratically; changes in other groups were generally small and well within the range of normal variation. The figures do not suggest any significant change from the recent rate of imports, which has fluctuated around a fairly steady level since early this year. Over the three months August to October imports by value were 1 per cent higher than in the three months March to May, that is than in the period before the monthly figures were distorted by such influences as the French strikes and the Kennedy Round tariff cuts. Imports by volume over the same period were probably virtually unchanged, notwithstanding the expansion of domestic output; and the tendency has been for imports of fuel, industrial materials and finished manufactures (chiefly capital goods) to rise, and for imports of food, beverages and tobacco to ease back.

During the banking month of October advances by the London Clearing Banks fell by some £45 million. The latest figures show that at that time the banking sector as a whole was about 1 per cent below the ceiling on lending.

The first half of the current financial year has seen a marked reduction in the central government's borrowing requirement. Provisional (seasonally unadjusted) figures show that the borrowing requirement, at £756 million, was more than £200 million below the figure for the same period last year. Since many of the tax increases in the last Budget will not have their impact until the final quarter of 1968, and more especially the first quarter of 1969, the central government is expected to be in substantial surplus during the second half of the financial year when seasonal factors are favourable.

The rise of 2¼ per cent in the money supply in the second quarter of 1968 was partly due to a temporary rise in bank advances at the end of June, which was reversed in July. In addition there was a more lasting increase in bank advances within the ceiling and an increase in export lending which was exempt from the ceiling until May. These factors resulted in total bank lending to the private sector of about £300 million.

Conditions in the gilt-edged market were rather poor. In the third quarter, however, bank lending showed a more than seasonal fall, and the gilt-edged market improved, with the authorities making net sales of debt (excluding currency) to the non-bank public. These factors more than offset the monetary effects of the improvement in the external position and the rise in the money supply during the third quarter was only about ½ per cent. Taking the second and third quarters together, to remove the distortion due to the temporary factors, the money supply was rising at an annual rate of just under 6 per cent.

Output per head in the economy as a whole is provisionally estimated to have risen by about 5 per cent between the first quarter of 1967 and the first quarter of this year. In manufacturing industry, for which more recent estimates are available, the increase between the second quarters of the same years was nearly 6½ per cent. (It should be noted that both series used in compiling these productivity figures are subject to substantial revision, and hence they should be treated with caution.) These estimates represent an acceleration of productivity growth such as has previously been associated with a period of cyclical upturn. However, this apparently 'normal' cyclical increase follows a rather abnormal period of productivity growth, while output was growing relatively slowly. Indications are that employment is now rising after falling sharply since the third quarter of 1966, and on past experience the increase in output per head may be expected to slow down somewhat compared with the rates of the past year or so.

INTERNATIONAL TRADE CENTRE – PUBLICATIONS

Through its 'Publications Programme' the International Trade Centre UNCTAD/GATT helps to make expertise available to the developing countries in the field of export promotion. Pamphlets produced so far include 'Market Surveys: A Bibliography by Products and Countries', 'Manual on Export Marketing Research for Developing Countries' and others. A guide for developing countries on the compilation of basic export market information is being prepared. The Centre also publishes a quarterly magazine, 'Forum', with an intermediate trade supplement. Inquiries about these publications should be addressed to the GATT Secretariat, Villa le Bocage, Palais des Nations, 1211, *Geneva* 10, *Switzerland.*

*Information about the Trade Centre and its work may be obtained from the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2438).

Export Credits Guarantee Department – Statutory return

DURING THE QUARTER ended September 30, 1968, the Export Credits Guarantee Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1968, up to a maximum of £175,735,189 in respect of guarantees amounting to £304,338,621;

(b) under Section 2 of the Export Guarantees Act, 1968, up to a maximum of £67,871,297 in respect of guarantees amounting to £70,790,157.

ECGD business in third quarter

BUSINESS INSURED by the Exports Credits Guarantee Department in the third quarter amounted to £589.3 million, compared with £526.7 million in the previous quarter, and was 33 per cent up on the £442.8 million in the third quarter of last year. Of the quarter's business £133.5 million involved credit beyond six months.

Bank advances guaranteed during the quarter amounted to £125.0 million, compared with £76·7 million in the same quarter last year. £65.3 million of the guaranteed advances related to credits of less than two years.

Large medium-term policies issued during the quarter included gas turbine plant (£1.3 million), textile machinery (£1.6 million), aircraft, aero-engines and spares (£16.1 million), radar (£3.2 million), diesel generating sets (£1.4 million), steel rolling mill (£1.4 million), papermaking machinery (£1.3 million), and polyester plant (£1·6 million). Financial guarantees were issued in respect of a power station, an irrigation scheme, sugar cane plant, a gas pipeline, railway workshops, and cargo vessels.

Note:

Beginning with this quarter, the figures are being issued on a new basis, including both 'commercial' and 'national interest' business. A note on their interpretation follows the tables.

Table 1. Shipments insured

Shipments insured	1967 3rd quarter	1968 2nd quarter	1968 3rd quarter
Comprehensive business short-term credit	331·5	420·3	455·8
Comprehensive business over 6 months credit	38·3	41·6	49·4
Specific business	46·3	30·1	57·1
Financial guarantees	26·7	34·7	27·0
Total	442·8	526·7	589·3

Table 2. Advances guaranteed under financial facilities

(relating to exports which appear or will appear in Table 1)

Comprehensive Guarantees to Banks related to Comprehensive insurance policies	27·3	67·2	65·3
Specific gurantees to Banks related to comprehensive insurance policies	6·9	6·0	7·2
Specific guarantees to Banks related to Specific insurance policies	13·6	11·3	18·1
Financial gurantees	28·9	40·4	34·4
Total	76·7	124·9	125·0

The above figures combine 'commercial' and 'national interest' business.

'Shipments insured' include, besides direct exports and third country trade, services declared as 'performed'. Shipments declared in connection with a Financial Guarantee are also included – even though there is strictly no 'insurance' of the shipments. The first table, therefore, covers the whole of ECGD's turnover.

'Advances guaranteed' is the measure of bank financing covered by any form of ECGD guarantee to a bank (and thus in general qualifying for preferential interest rates). In addition to these advances there is, of course, a large volume of export financing by banks against the assignment of a normal ECGD insurance policy.

Although every 'advance guaranteed' must ultimately be matched by a 'shipment insured', there is no correspondence in time between the two tables – the guaranteed advance need not fall in the same quarter in which shipment is made.

Business Monitor: Production series

THE FOLLOWING titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production series:

Monthly at £1 a year, post free:

Cars and Commercial Vehicles for September 1968
Salt for September 1968
Processed Man-Made Continuous Filament Yarn for September 1968
Home Grown Timber for September 1968
Wood Chipboard for September 1968.
Footwear for September 1968

Quarterly at 7s. 6d. a year, post free:

Linen for July-September 1968
Safety Razor Sets and Blades for July-September 1968.
Metal Working Machine Tools for April-June 1968
Mechanical Handling Plant for April-June 1968.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ende Friday, November 15, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Dracula Has Risen from the Grave	Br/E 33632	92	November 11	Warner-Pathe Distributors Ltd.	Hammer Film Productions Ltd.
This Auckland	Br/E 33633	14	November 11	Columbia Pictures Corp. Ltd.	New Zealand National Film Unit.
Look at Life Series 38:					
Jumping for Joy	Br/E 33636	10	November 13	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Home is Tibet	Br/E 33637	10	November 13	"	"
Movietone News 2057	Br/E 33369	8	November 15	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2057A	Br/E 33370	7	November 15	"	"
Pathe News 68-91	Br/E 33421	7	November 15	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-92	Br/E 33422	8	November 15	"	"
FOREIGN					
Wild in the Streets	F 33629	96	November 11	Warner-Pathe Distributors Ltd.	American International Pictures Corp.
Planet of the Vampires	F 33630	85	November 11	"	American International Productions Inc.
A Flea in Her Ear	F 33631	94	November 11	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corp.
The Sweet Ride	F 33634	109	November 13	"	Joe Pasternak Productions Inc.
The Swimmer	F 33635	95	November 13	Columbia Pictures Corp. Ltd.	Horizon Pictures Inc.

CORRECTIONS TO THE REGISTER

The playing time of the film 'Come Back to Erin' (F 33592) registered on October 30, 1968, has been corrected to 20 minutes.
The playing time of the film 'Marvin Digs' (F 33594) registered on October 30, 1968, has been corrected to 8 minutes.
The playing time of the film 'Images' (F 33602) registered on October 30, 1968, has been corrected to 10 minutes.

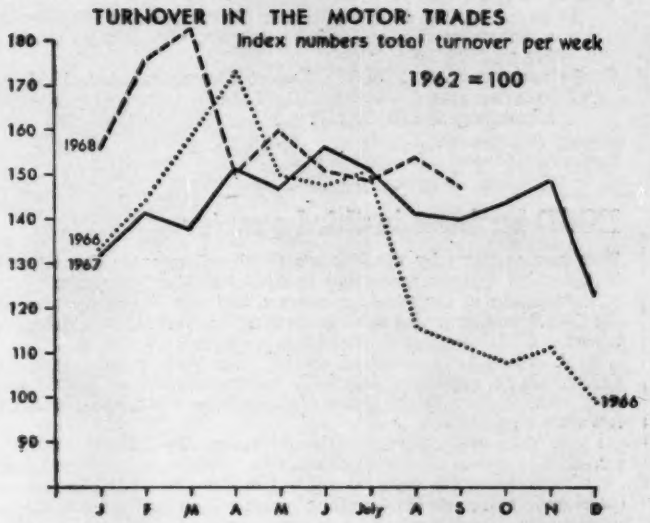
Turnover of the motor trades in September

THE TOTAL turnover of the motor trades in September was 5 per cent higher than in September 1967. This increase combined with a small fall in July and a rise of 9 per cent in August made the third quarter as a whole 4 per cent higher than a year earlier.

Sales of new motor vehicles in the month by value were 6 per cent higher than in September last year. For July and August combined – it is desirable to combine these months before making comparisons because of changes in the seasonal pattern between 1967 and 1968 arising from the apparently greater effect on sales this year of the change in the index letter on August 1 – sales were about 3 per cent less than a year earlier and in the second quarter were 7 per cent less than in the second quarter of 1967. These comparisons suggest a rise in the underlying trend of sales of new motor vehicles from the depressed levels in the three months following the March 1968 Budget.

Sales of secondhand vehicles, by value, were, however, 5 per cent lower in the third quarter of this year than in the corresponding quarter of 1967, a similar fall to that recorded in the second quarter.

Sales of petrol, oil and accessories together with receipts from servicing and repairs were 9 per cent higher than in September last year, a rise marginally lower than the average increase recorded so far this year compared with last year.



Index numbers of turnover for week and percentage changes on a year earlier (a)

1962 = 100

Kind of Business (Turnover in 1962 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover (£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	159(b)	172	154	150		156	176	183	150	160	151	149	154	147			
	1967	+7	−6	−3	+15	+30	−1	−2	−13	−12	−2	+4	+1	+22	+25	+33	+34	+24
	1968	+10(c)	+26	+1	+4		+18	+24	+33	−1	+9	−3	−2	+9	+5			
Analysis of Turnover: Sales of new motor vehicles (£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	93
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	164(b)	204	148	140		185	209	214	136	165	144	130	149	141			
	1967	+7	−16	−10	+24	+72	−10	−10	−25	−29	−2	+5	−7	+47	+53	+74	+77	+66
	1968	+11(c)	+41	−7	+1		+33	+39	+48	−15	+6	−11	−14	+9	+6			
Sales of secondhand motor vehicles (£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	145(b)	158	142	135		125	174	173	142	149	137	139	139	129			
	1967	+12	−8	−2	+37	+38	−6	−3	−12	−6	−7	+7	+15	+47	+54	+52	+47	+37
	1968	+5(c)	+27	−6	−5		+19	+30	+31	−4	+4	−13	−6	+1	−7			
All other sales and receipts (£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	160(b)	151	164	165		144	147	160	165	161	164	171	166	159			
	1967	+5	+6	+4	+2	+6	+11	+8	+2	+9	Nil	+3	+4	+2	+2	+6	+6	+6
	1968	+11(c)	+11	+12	+10		+5	+8	+19	+15	+14	+9	+9	+12	+9			

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by September 1968 turnover was the five weeks from August 25, 1968, to September 28, 1968; the corresponding period in 1967 was from August 27, 1967, to September 30, 1967.
(b) Index numbers for period January to September 1968.
(c) Percentage change for period January to September 1968 compared with the corresponding period of 1967.

HONG KONG GOVERNMENT OFFICIAL PUBLICATIONS
are on sale at
Hong Kong Government Office,
54, Pall Mall, London, S.W.1.

Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters; its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1966/67 was £1,683,000,000. The Head Office of ECGD is at 59-67 Gresham Street, P.O. Box 272, London E.C.2 (Tel. 606 6699) The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
L. H. Clarke, Marlon House, 71-74 Mark Lane, London E.C.3. Tel. 488 3491. (Code: 01-488 3491) Telex 23164.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only)
J. A. Dorrian, DFM, 42-46 Weston St., S.E.1. Tel. 407 5011, (Code: 01-407 5011) Telex 24812.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford.
G. J. A. Link, Empire House, St. Martin's-Le-Grand, E.C.1, Tel. 606 4581. (Code: 01-606 4581) Telex 263615.

London (West End)
London postal districts N.W. and W. County of Middlesex.
D. G. Hake, Waverley House, 7-12 Noel Street, London, W.1. Tel. 01-437 2292 (Code: 01-437 2292) Telex 24105.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, and Suffolk.
D. A. Green, 49-51 Goldington Road, Bedford. Tel. Bedford 58798. (Code: 0234 58798) Telex 82350.

Belfast
The six counties of Northern Ireland.
J. J. Brown, 7 Donegall Square West, Belfast. Tel. Belfast 29428. (Code: 0232 29428) Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Staffordshire.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham, 15. Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
A. C. Elston, Britannia House, Bridge Street, Bradford. Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall, and the Channel Islands.
F. Wilmot, Washington House, Great George Street, Bristol, 1. Tel. Bristol 22102. (Code 0272 22102) Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff. Tel. 26657, (Code: 0222 26657) Telex 49284.

Crawley
Counties of Surrey (Excluding Area covered by GLC) and Sussex.
F. R. Burge, Borden House, 36 Spencers Road, West Green, Crawley, Sussex.
Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
A. E. Beedle, 108 George Street, Edinburgh, 2.
Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, C.2. Tel. Central 3056. (Code: 041-CEN 3056) Telex 77130.

Leeds
The East and North Ridings of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, 1, Tel. Leeds 30082. (Code: 0532 30082) Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint; Western parts of Lancashire and Cheshire (including Lancaster, Preston, Wigan and Warrington), and the Isle of Man.
J. K. Sedman, Number One Old Hall Street, Liverpool 3,
Tel. Central 5756 (Code: 051-236 5756) Telex 62537.

Manchester
The Eastern parts of Lancashire and Cheshire (excluding Lancaster, Preston, Wigan and Warrington), and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, 2. Tel. Central 8861. (Code: 061-CEN 8861) Telex 66756.

Newcastle-upon-Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
H. Watson, 2 Osborne Road, Newcastle-upon-Tyne, 2.
Tel. Newcastle 814214 (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester, Rutland and Northampton, and parts of the counties of Nottingham, Derby and Lincoln.
J. N. Smales, Equitable House, Old Market Square, Nottingham. Tel. 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants and Oxford.
K. I. Humphrey, 18 The Forbury, Reading. Tel. Reading 40577-8. (Code: 0734 40577) Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
J. G. M. Cochrane, 8-12 Furnival Gate, Sheffield, 1. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. H. Hall, c/o British Consulate-General, 845 Third Avenue, New York, 22, N.Y. Tel. Plaza 2-8400.

Electronic capital equipment exports buoyant

PROVISIONAL FIGURES, for the second quarter of 1968, of the Capital Equipment sector of the Electronics Industry show that total output*, at £110 million, was the same as in the first quarter. Exports were 7 per cent higher, £36.3 million against £33.9 million, and now represent over a third of total deliveries. Computers and radar/navaid equipment continued to account for nearly a half of total deliveries in the second quarter but increased their share to almost 60 per cent of all the export deliveries of the capital equipment sector. Full details are given in the attached table, all in terms of current prices.

Increase in deliveries in almost all products

For individual sectors the results of any particular quarter may be affected by the delivery of particularly large items of equipment. In the table below a comparison is made between the first half of 1967 and the first half of 1968 where it will be observed that there was an increase of deliveries under every heading except radio communications.

TOTAL DELIVERIES

Increase (+) or decrease (−) from first half previous year

	1967		1968	
	£m.	%	£m.	%
Computers	+5·9	+16	+ 7·3	+17
Control equipment	−6·3	−24	+ 5·7	+28
Measuring instruments	+2·5	+17	+ 3·7	+22
Nucleonic instruments	−0·3	−12	+ 0·6	+29
Broadcasting equipment	+0·8	+31	+ 0·8	+23
Radar and navaid	+2·3	+ 6	+ 4·3	+10
Radio communications	−1·3	− 6	− 0·1	Neg.
Other goods	+3·3	+23	+ 1·5	+ 9
Other work	+0·8	+10	+ 2·7	+32
Total deliveries	+7·7	+ 5	+26·5	+15
R & D	+0·6	+ 3	+ 0·3	+ 1
Total output	+8·3	+ 4	+26·8	+14

Orders on hand continue to rise

Orders on Hand at June 30, 1968 were again higher. Compared with earlier figures they showed:

	Home	Export	£ million Total
December 31, 1967	319	157	476
March 31, 1968	318	172	490
June 30, 1968	333	186	519
Change June on March 1968	+15	+14	+29
%	+ 5	+ 8	+ 6

Orders for computers of £140 million, including £37 million for export, continued to be the largest item in these totals.

Employment figures steady

The total number of employees in the Capital Equipment sector at June 30, 1968 at 139,000 of whom 44,600 were in the computer sector, shows little change from the end of March.

* Total output must be distinguished from total deliveries as it includes, in addition, research and development. All 1968 figures remain provisional.

INDEX OF REGULAR STATISTICS

When dia the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Electronic capital equipment – deliveries, R & D and other work

£ million

	1966		1967		1967 1st quarter		1967 3rd quarter		1967 4th quarter		1968 1st quarter*		1968 2nd quarter*	
	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export
1. Electronic computers and related equipment	74·8	31·4	94·4	35·3	22·3	8·9	25·0	9·1	27·7	9·3	23·4	6·9	25·6	9·3
2. Industrial electronic control equipment	49·4	9·7	42·5	9·4	9·1	2·3	10·6	2·4	11·9	2·8	13·1	3·2	12·6	2·9
3. Electronic measuring and testing equipment	31·3	13·7	36·8	15·3	8·7	3·6	9·2	3·7	10·4	4·4	11·2	4·4	9·7	4·3
4. Nucleonic instruments and controls	4·5	0·9	4·3	1·0	1·0	0·2	0·9	0·2	1·3	0·3	1·5	0·3	1·2	0·3
5. Public broadcasting and ancillary equipment	5·4	3·3	8·2	4·8	1·9	1·1	2·4	1·4	2·4	1·4	1·8	0·6	2·4	0·9
6. Radar and electronic navigational aid equipment	79·6	28·8	87·6	30·8	21·8	6·9	20·3	6·7	25·0	9·7	23·5	10·9	23·1	10·9
7. Radio communication equipment	42·2	17·3	38·4	17·5	9·0	4·2	9·1	3·8	10·5	4·4	9·6	3·5	10·1	4·0
8. Other electronic capital goods	27·3	6·2	36·2	9·0	8·7	2·8	7·9	1·8	10·8	1·8	10·1	2·7	8·9	2·2
9. Other work	16·1	2·6	18·6	3·1	4·4	0·8	4·8	0·6	5·3	1·2	5·4	0·5	5·8	0·7
Total deliveries	330·6	113·9	367·0	126·2	86·9	30·8	89·2	29·7	105·3	35·3	99·6	33·0	99·4	35·5
10. Research and development	43·2	2·1	43·0	2·6	9·4	0·3	10·0	0·5	11·4	1·1	10·9	0·9	11·0	0·8
Total output	373·8	116·0	410·0	128·8	96·3	31·1	99·2	30·2	116·7	36·4	110·5	33·9	110·4	36·3
11. Sales to other U.K. electronics manufactures	6·8	—	8·3	—	2·2	—	1·8	—	2·5	—	3·0	—	3·1	—

* Provisional.

NOTES:

1. Items 2, 3, 4 above are derived from the Electronic Capital Equipment and from the Scientific Instrument enquiries.
2. Item 9 covers the installation and field maintenance of capital equipment.
3. Item 10 refer only to contact R. & D. It does not include 'in-house' R. & D. for firms' own products.
4. Item 11 is already included as part of the output of these other manufacturers in Total Output.

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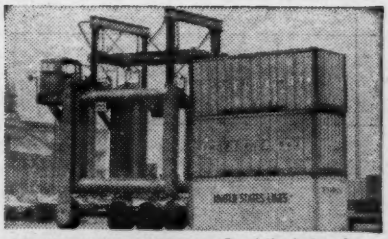

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Mersey Docks and Harbour Board, Liverpool 3.
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Output of the wool textile industry

THE VOLUME of production in the wool textile industry in September was 8 per cent more than in September 1967. If the three months July-September are combined to eliminate the effect of variation in the timing of holidays, the volume of production was 9 per cent more compared with the corresponding period of 1967.

Statistics for September issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of delivery of worsted yarn and woven fabrics (excluding blankets) were 26 per cent more and 10 per cent more respectively than in September 1967. The rate of production of wool and hair tops was 31 per cent more and of man-made fibre tops 65 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (*a*)	Worsted yarn	Woven fabrics (excluding blankets) (*b*)		Blankets (*a*)
		Wool and hair	Man-made fibres			Woollen	Worsted	
Quarterly average	Million lb.					Million sq. yds.		
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1967	90·0	50·8	15·2	76·1	49·4	40·8	32·8	7·2
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr.	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
3rd qtr.	76·6	43·0	14·0	65·7	44·0	39·5	28·3	6·8
4th qtr.	92·3	48·1	16·7	81·4	51·4	42·0	34·3	9·4
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
1967 July	28·4	17·6	5·1	21·9	15·5	13·6	9·9	1·7
Aug.	20·1	9·7	3·7	19·6	12·2	12·1	7·6	2·3
Sept.	28·1	15·7	5·2	24·3	16·3	13·8	10·8	2·8
1968 July	31·3	18·8	6·8	23·5	17·9	14·1	10·9	1·9
Aug.	24·1	11·7	5·2	22·5	14·9	12·9	8·1	2·5
Sept.	32·1	17·7	7·4	26·1	18·4	13·4	11·0	3·1

(*a*) Estimated. (*b*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of wool textile products

Quarters or quarterly averages

	Wool tops		Yarns		Woven fabrics		Other wool textile products (*a*)	Total
	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.	£m.
1963	10·71	24·00	5·32	8·47	15·94	22·32	0·75	32·72
1964	9·60	18·79	5·52	8·03	16·81	22·36	1·03	32·95
1965	7·24	16·00	5·13	7·55	17·00	22·19	1·15	30·52
1966	7·17	15·67	5·02	7·38	15·96	20·29	0·92	29·07
1967	5·63	12·85	4·51	6·92	14·96	18·91	0·84	25·95
1966								
1st qtr.	7·50	16·86	5·11	7·42	16·29	21·14	0·91	29·80
2nd qtr.	7·39	16·05	5·01	7·50	15·20	19·06	0·92	28·52
3rd qtr.	6·67	14·38	4·66	6·62	15·62	19·85	0·91	27·85
4th qtr.	7·13	15·38	5·29	7·96	16·75	21·13	0·95	30·13
1967								
1st qtr.	6·77	15·31	4·99	7·55	15·36	19·77	0·97	28·09
2nd qtr.	5·98	13·53	4·98	7·65	15·97	19·74	0·90	27·83
3rd qtr.	5·18	11·49	4·17	6·34	14·59	18·53	0·79	24·73
4th qtr.	4·60	11·08	3·90	6·16	13·92	17·60	0·72	23·14
1968								
1st qtr.	5·66	14·33	4·53	7·09	15·33	19·84	1·07	26·59
2nd qtr.	6·43	14·71	4·69	7·19	16·29	20·30	1·05	28·46
3rd qtr.	6·24	14·04	5·03	7·75	17·54	22·03	1·03	29·84

(*a*) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheep's or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheep's or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in September was 10 per cent more than in September 1967. Taking the three months July-September together to eliminate the effect of variation in the timing of holidays, the volume of production was 10 per cent more than in the corresponding months of 1967.

Statistics issued by the Textile Council show that in the nine months January-September the amount of cloth woven was 1 per cent more compared with the corresponding period last year. Production of single yarn was 3 per cent more and the amount of yarn doubled 6 per cent more.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (*a*)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (*c*)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1967	7·38	2·40	2·08	2·02	1·51	14·3	10·2
1967 September	6·36	2·22	1·91	1·86	1·71	13·0	9·2
October	7·93	2·67	2·22	2·23	1·90	15·3	10·8
November*	7·96	2·73	2·26	2·15	1·78	15·3	10·9
December	6·86	2·43	1·92	1·93	1·99	13·3	9·4
1968 January*	7·49	2·74	2·09	2·18	1·81	14·8	10·5
February	7·81	2·87	2·23	2·29	2·33	15·3	11·4
March	7·95	2·93	2·28	2·32	2·40	15·3	11·6
April	7·07	2·62	2·12	2·15	2·15	13·9	10·4
May*	8·08	3·02	2·36	2·57	2·19	15·1	11·7
June	6·35	2·67	1·93	1·79	2·21	13·9	10·3
July*	6·03	2·19	1·80	2·12	1·69	9·4	7·9
August	7·46	2·99	2·07	2·21	2·10	14·8	10·8
September	6·40	2·76	1·94	1·99	2·33	13·5	10·0

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (*c*) Deliveries. *Average of 5 weeks. †53-week period.

FILMS FOR EXPORTERS

THE Board of Trade has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies. Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

CBI final report on direct investment overseas

IN 1965 the Confederation of British Industry sponsored a study of the effects of United Kingdom direct investment overseas. The inquiry was undertaken by Professor W. B. Reddaway, Director of the Department of Applied Economics at Cambridge.

In March 1967 Professor Reddaway published an interim report. His final report 'Effects of United Kingdom Direct Investment Overseas' (Cambridge University Press, 40s. clothbound, or 25s. paperback), was published yesterday. A review of this final report will appear in next week's issue.

Index of Industrial Production for September

THE INDEX of Industrial Production for September 1968, seasonally adjusted, is estimated provisionally at 140 (1958=100) compared with the figure of 141 for August. For manufacturing industry alone, the figures were 142 and 143 respectively.

For the three months July to September 1968, it is provisionally estimated that production as a whole was 1.1 per cent higher than in the preceding three months, April to June 1968; for manufacturing industries alone, there was an increase of 1.2 per cent. Detailed tables will appear in next week's issue of the *Board of Trade Journal*.

Orders in the textile and clothing industries

IN THE THIRD quarter of 1968 net new orders and deliveries in the textile and clothing group of industries were 5 per cent less and 2 per cent less respectively than in the second quarter. They were, however, 6 per cent and 4 per cent higher respectively than the average for 1967. At the end of September order books were 3 per cent higher than at the end of June and 22 per cent higher than a year ago.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted
1966 1st quarter	122	122	100	98	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	87	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter*	129	125	106	104	95	97
3rd quarter*	122	129	85	99	91	95
1967 July	102	102	72	88	85	93
August	100	103	74	96	80	90
September	100	105	97	99	98	91
October	104	106	112	94	101	91
November	112	109	121	99	99	91
December	114	114	95	108	89	97
1968 January	115	114	87	92	86	90
February	115	116	101	96	98	93
March	117	117	109	103	104	99
April*	121	120	101	101	91	94
May*	128	123	115	106	97	94
June*	129	125	100	104	97	103
July*	124	123	70	85	84	92
August*	122	126	85	105	89	96
September*	122	129	101	108	101	99

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (*b*) At constant (average 1958) prices. *Provisional.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in September was 102 (1965=100), an increase of 6 per cent over September 1967. Increases were recorded in three of the major groups: food, clothing and footwear; and department and general stores. In the latter group a substantial rise of 19 per cent was recorded. In the miscellaneous non-food group there was a marginal decrease of less than ½ per cent and in the important durable goods group a more significant decrease of 1 per cent was recorded, being the first down-turn since July 1967. Taken together with last month's index it appears to indicate that a recession in demand may be on the way with the trend now running counter to that which was in evidence up to July of this year.

The index of value for the third quarter of 1968 was 107, 6 per cent higher than that recorded for the corresponding quarter of 1967. This is the same increase as recorded for the second quarter of this year.

Taking into account price increases in the quarter, however, it has been estimated that the volume of sales was only marginally up during the period.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week (1965=100) and percentage changes compared with a year earlier

	All kinds of business		Food shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966 Year	102		106		99		98		98		102		92	
1967 Year	103	+1	109	+ 3	100	+1	95	— 3	99	+ 1	103	+2	94	+ 3
1967 4th quarter	110	+1	111	+ 1	108	+2	110	— 1	111	+11	104	Nil	118	+ 5
1968 1st quarter	106	+7	114	+ 6	101	+8	94	+ 7	109	+17	106	+6	92	+ 6
2nd quarter	109	+6	119	+ 7	103	+5	97	+ 3	107	+13	107	+3	96	+ 9
3rd quarter	107	+6	115	+ 7	103	+5	93	+ 3	103	+ 6	110	+4	93	+ 8
1967 September	96	—3	106	+ 2	91	—6	84	— 7	97	Nil	95	—9	80	+ 2
October	102	Nil	105	— 1	101	Nil	99	— 1	110	+10	100	—1	97	Nil
November	103	+2	111	+ 3	99	+2	101	— 1	104	+ 7	98	+2	96	Nil
December	123	+2	118	Nil	126	+3	131	Nil	119	+15	116	—1	160	+12
1968 January	106	+6	110	+ 6	104	+6	106	+ 6	119	+21	102	+3	91	+ 7
February	107	+7	115	+ 5	101	+9	89	+10	104	+ 8	110	+9	86	+ 7
March	105	+7	115	+ 6	99	+8	85	+ 5	104	+24	105	+6	98	+ 6
April	110	+8	120	+11	104	+5	93	+ 5	110	+ 7	109	+7	100	Nil
May	113	+7	121	+ 6	109	+7	97	+ 3	107	+14	118	+4	97	+19
June	103	+3	115	+ 3	97	+3	101	+ 3	105	+19	94	—3	91	+11
July	111	+7	113	+ 6	109	+7	96	Nil	108	+16	119	+8	95	+ 7
August	109	+4	116	+ 6	105	+3	92	+ 1	105	+ 4	116	+4	89	+ 1
September	102	+6	115	+ 9	94	+4	90	+ 8	96	— 1	95	Nil	95	+19

Sailings per month from Liverpool.

	To	From
Malaysia	■■■	■■■■
Singapore	■■■■	■■■■■■■■
Bangkok	■■	■
Hong Kong	■■■■■	■■■■
Manila	■■■	■■■
Sabah	■	■
China	■■	■■
Ceylon		■■■■
Japan	■■■■	■■■
Korea	■	■
Indonesia	■	■

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Exhibitions and Fairs

Public Works Exhibition captures overseas orders

OF THE more than £12 million worth of orders reported by exhibitors at the Public Works and Municipal Services Exhibition, which finished at Olympia on November 16, about £4 million was accounted for by export contracts. This was the estimate of the organizers, who pointed out that these figures took into account only the information released to them by the exhibitors – the actual volume of orders taken was probably much greater.

Attendance was about 9.5 per cent up on 1966 – 75,404, compared with 68,846 – and included 2,436 visitors from 70 countries. The best represented countries were France, the Irish Republic, Belgium, Denmark, Finland, Germany, Holland, Spain and Sweden.

On the opening day, British Leyland announced an order from SONTRACH, Algeria, for 22 Aveling-Barford earthmoving machines to the value of £¼ million. The Public Works Department of Papua and New Guinea also ordered 15 Aveling-Barford all-wheel drive and all-wheel steer motor graders worth £128,000.

A £100,000 order for Goodwin Barsky crushing plant for Gammons Ltd. to be used in roadwork contracts in Brunei was placed, and Presco Engineering Ltd. received a substantial order from Saudi Arabia. A £700,000 contract from the Irish Republic was placed with Stewarts Construction Equipment.

Three export orders for Coles Cranes together worth £308,000, were taken by British Crane and Excavator Corporation. Tornborg and Luberg AB of Sweden ordered seven diesel hydraulic telescopic jib machines and one rail-mounted diesel electric strut jib crane, together worth £171,000; van Kranenberg NV of Holland placed an order for four telescopic jib machines with a total value of £87,000; and Bishipsgate Steels (Vienna) ordered two telescopic jib machines worth £50,000.

A £60,000 Danish order for five hydraulic excavators was placed with Ruston-Bucyrus.

Of the orders won by Steelfab Ltd. of Cardiff for their Power Xo Industrial Handling System, on show for the first time, two, worth more than £10,000, were for export. The Tate and Lyle company is to spend £7,000 on 15 chassis units, 18 flat deck bodies and two 1,000 gallon tank bodies for use at a sugar factory installation in the Philippines; two chassis units and 14 assorted bodies are going to the Republic of Ireland to the Big Bin Co. of Drogheda.

Orders received on the Hydraulic Machinery (Great Britain) Ltd. stand from overseas customers included one from Sweden for six HY-MAC 580BT excavators, placed on the first day.

A flying visit to their Wednesfield plant was laid on by the Yale Tractor Shovel division of Eaton Yale and Towne for about 20 important overseas visitors to the exhibition. The visitors, from Scandinavia, Spain, Italy and France, toured the division's plant and held several discussions with Yale senior management.

This 21st Public Works and Municipal Services Congress and Exhibition was the largest in the history of the event. Some 290,000 square feet of stands presented an impressive collection of exhibits in the field of civil engineering, public works and municipal services.

The exhibition was opened by Mr. Anthony Greenwood, Minister of Housing and Local Government. It was organized by The Municipal Agency Ltd. The next Public Works and Municipal Services Exhibition will be held at Olympia from November 16 to 21, 1970.

Third Fiarex Exhibition

A report from the British Embassy, The Hague

THE THIRD Fiarex (International Electronic Components Exhibition) was held in the RAI exhibition centre in Amsterdam from October 28 to November 1. It was devoted entirely to professional electronic equipment and components, and a wide variety of products ranging from microelectronics to studio video recording equipment were on show.

At its inception in 1966, Fiarex only attracted 57 exhibitors while this year they numbered 113, on stands occupying an area of more than 8,000 square metres. The growth of the exhibition reflects the remarkable increase in the turnover of the Netherlands electronics industry which, in 1967, amounted to Fls. 1,136,500,000, an increase of 8 per cent on the previous year.

The importance of this expanding market was well understood by the Radio and Electronic Components Manufacturers Federation who participated in the exhibition for the second time. Twelve British manufacturers of various electronic equipment and components exhibited their products under the Board of Trade's joint venture scheme. Their individual stands were grouped around an information centre, indicated by a large notice reading 'Britse Elektronika' (British Electronics).

On October 29, the British section of the exhibition was visited by the British Ambassador in The Hague, Sir Peter Garran, accompanied by the Commercial Counsellor, Mr. G. L. Pearson.

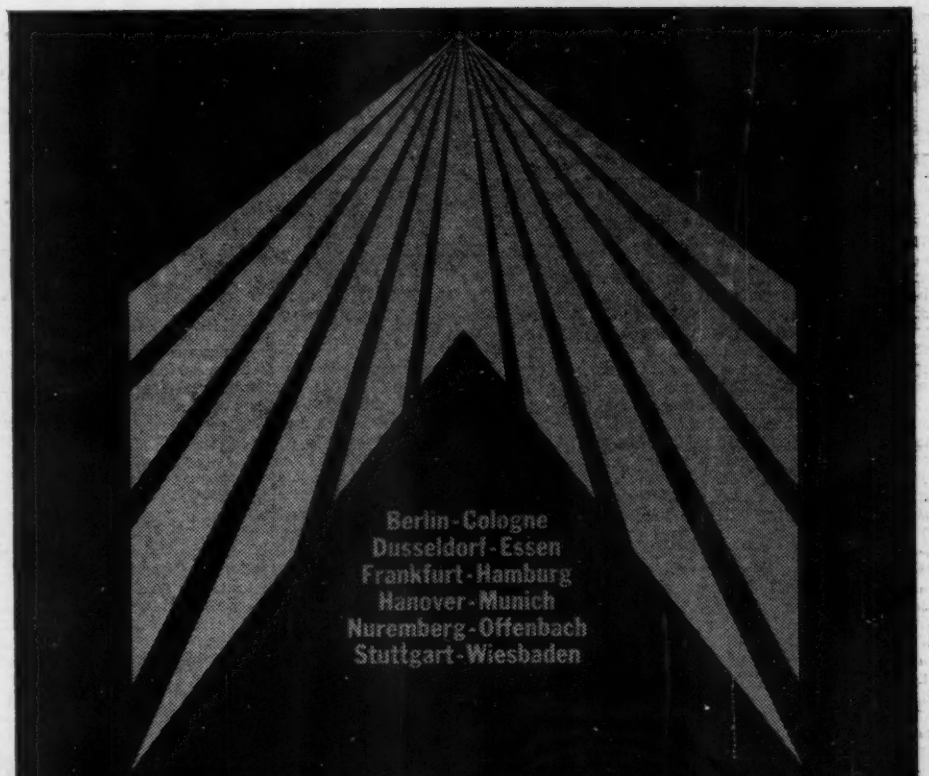
Some of the equipment on show at the Public Works and Municipal Services Exhibition, which ended at Olympia on November 16. Orders worth just over £12 million were taken at the show; the organizers estimated that about a third of these were for export.

Standing inside a Metro-Cammell container at the Second International Container Services and Equipment Exposition, Baltimore, are the British Ambassador, Sir Patrick Dean (right) with Mr. R. D. C. Jones. The British section at the exhibition was organized by the London Chamber of Commerce as a joint venture with the Board of Trade.

Dates of German Trade Fairs 1969

January
German Boat Show — International
Hamburg, 23rd — 29th
International Green Week
Berlin, 31st — Febr. 9th
February
20th International Toy Fair
Nuremberg, 8th — 14th
International Household Goods and Hardware Fair
Cologne, 20th — 23rd
International Leather Goods Fair
Offenbach, 22nd — 27th
Frankfurt International Fair
Frankfurt, 23rd — 27th
March
15th BAUMA — International Construction Machinery Fair
Munich, 1st — 9th
International Sports Equipment Fair
Wiesbaden, 9th — 11th
80th IGEDO — International Fashion Trade Fair
Dusseldorf, 16th — 19th
5th ish — International Exhibition for Heating and Plumbing Equipment Frankfurt, 26th — 30th
April
International Fair FOR THE CHILD
Cologne, 11th — 13th
IHM 69 — International Handicrafts and Trade Fair Munich, 11th — 20th
27th GDS — European Footwear Sample Display
Dusseldorf, 12th — 14th
81st IGEDO — International Fashion Trade Fair Dusseldorf, 20th — 24th
International FUR Trade Fair
Frankfurt, 23rd — 27th
HANOVER FAIR 1969
Hanover, 26th — May 4th
May
INTERPACK — 5th International Fair for Packaging Machinery, Packaging Materials and Confectionery Machinery Dusseldorf, 10th — 16th
R 69 — International Shutter and Blinds Trade Fair
Stuttgart, 15th — 18th
21st interstoff — Trade Fair for Clothing Textiles
Frankfurt, 20th — 23rd
June
INTERZUM — International Fair of Accessories and Materials used for Woodworking Cologne, 11th — 15th
INTERHOSPITAL 1969 —
5th International Hospital Exhibition
Dusseldorf, 19th — 25th
August
International Men's Fashion Week
Cologne, 22nd — 24th
International Leather Goods Fair
Offenbach, 23rd — 27th
Frankfurt International Fair
Frankfurt, 24th — 27th
September
44th International Motor Show
Frankfurt, 11th — 21st
International Household Goods and Hardware Fair
Cologne, 12th — 14th
82nd IGEDO — International Fashion Trade Fair
Dusseldorf, 14th — 17th
International Fair of Lingerie, Foundation Garments, Underwear and Swimwear Cologne, 18th — 21st
German Industries Exhibition
Berlin, 19th — 28th
Essen Welding Fair
Essen, 20th — 28th
28th GDS — European Footwear Sample Display
Dusseldorf, 27th — 29th
October.
ANUGA — International Exhibition of Fine Foods and Provisions
Cologne, 4th — 10th
Frankfurt Book Fair
Frankfurt, 8th — 13th
CLEAN AIR — 2nd Congress and Exhibition Dusseldorf, 13th — 17th
SPOGA — International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture
Cologne, 19th — 21st
International Fair FOR THE CHILD
Cologne, 24th — 26th
83rd IGEDO — International Fashion Trade Fair
Dusseldorf, 26th — 30th
November
22nd interstoff — Trade Fair for Clothing Textiles
Frankfurt, 18th — 21st

20th Federal Hotel and Restaurant Trade Show, Essen



This emblem stands for commercial centres of world-renown: Germany's International Trade Fairs

If you seek comprehensive information on specific branches of industry, if you look for the best possible business contacts.... you cannot afford to miss the opportunities presented by Germany's International Trade Fairs.

Hardly anywhere else you will find a better chance of surveying the latest achievements in your particular field of interest or of meeting executives and technical experts from many countries equally keen on establishing contacts with the international business world.

Another point in favour of Germany's International Trade Fairs: They are located at the cross-roads of Europe.

Please ask for free copy of the Trade Fair Programme 1969.

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Ausstellungs- und Messe-Ausschuss
der Deutschen Wirtschaft e. V.
5 Köln · Engelbertstrasse 31a

Please send me a free copy of the Trade Fair Programme 1969.

Name

Type of business

Street

City

Country

British firms report 'Best Igedo ever'

A report from the British Consulate-General, Düsseldorf

THE 79TH IGEDO International Fashion Trade Fair, held in Düsseldorf from October 27 to 31 and showing ladies' outerwear of all kinds for the Spring and Summer of 1969, was well attended on the opening day. The initial crowds consisted of many serious buyers and British firms reported orders even on this, the first day.

The total number of exhibitors in the halls at this Igedo was 961, of whom 216 were from countries outside Germany. All halls of the Düsseldorf Fair were, in fact, used to their full capacity. Approximately 350 further exhibitors showed their collections in hotels in the city or in private showrooms. The foreign exhibitors came from the following countries – Belgium, Denmark, Finland, France, Great Britain, Holland, Hong Kong, Ireland, Israel, Italy, Yugoslavia, Monaco, Austria, Sweden, Switzerland and Spain. The largest foreign participant was France with 83 exhibitors, followed by Great Britain with 35, Italy with 33 and Holland with 15.

The official British participation consisted of a group of 25 companies, 18 of them whom exhibited together on a joint venture stand organized by the Clothing Export Council with the assistance of the Board of Trade, the Central Office of Information and the Commercial Section of the British Consulate-General in Düsseldorf. The joint venture stand was in Hall G, now gaining recognition by buyers as the site of British official participation.

The group stands were well designed, allowing ease of access and adequate space for collections to be shown and modelled. The Fair was visited by 20,800 visitors, 2,200 of them from outside Germany, giving an overall increase of 7 per cent over the Spring Igedos. The British exhibitors were visited by HM Consul-General in Düsseldorf, Mr. J. M. Fisher, accompanied by Mr. C. W. Blackman, HM Consul (Commercial). Seven of the British exhibitors exhibited in the Boutique Internationale and in most cases are reported to have had a successful Fair.

The Fair undoubtedly fulfilled its objectives in attracting interested buyers with a fair share of the budgets to spend on foreign goods. The Fair also attracted large numbers of buyers from the EFTA block, mainly, of course, from Scandinavia. Money appeared to be in abundance, continuing the general trend of confidence in the economic climate. This is borne out by reports of 10-20 per cent more buying being done at this Fair than in October, 1967, even in some cases of up to 100 per cent. Visitors are reported to have come from as far afield as Canada, United States, South America, South Africa and the Far East, illustrating the international reputation that this Fair now enjoys.

From the British point of view, this appears to have been the best Igedo ever, the British exhibitors reporting firm orders totalling over £110,000. This figure, of course, does not include equally successful orders taken by firms who are reticent in divulging their turnover at such an event. It is hoped that the British ladies' outerwear industry will maintain and expand the firm foothold which has been established through British participation in the Igedo Fairs over the past few years in this large and potentially rich market.

H. M. the Queen inspects a pack of Wellcovax, the British strain of measles vaccine, on the occasion of her visit to Laboratorios Burroughs Wellcome do Brasil S.A. at Sao Paulo, Brazil, as part of the Royal Tour of South America. Showing the vaccine to her is Sir Michael Perrin, chairman of the Wellcome Foundation.

Electra '68, Johannesburg — a valuable market testing exercise

A report from the British Consulate-General, Johannesburg

MORE THAN 30 British firms, under joint sponsorship by the British Electrical and Allied Manufacturers' Association and Scientific Instrument Manufacturers' Association, took advantage of the Board of Trade's joint venture terms and participated in Electra '68 held in Milner Park, Johannesburg from October 16-23.

On show were all types of electrical, electronic and nucleonic equipment in this exhibition, the second of its type, arranged by South African Exhibition Organisers.

In addition to the British firms exhibiting and the ever-growing number of South African firms in this field, a number of Dutch and German firms participated. The British exhibitors were housed separately in the main entrance to the whole exhibition in Tower Hall, whereas the Dutch and West German exhibitors had been allocated less attractive or prominent (but certainly cooler!) space in the main hall.

Tower Hall was divided into stands, the British design of which drew many favourable comments from South African experts. An information stand was manned throughout the duration of the show, where Mr. Robertson of Sima and Mr. D. O'Leary of Beama, who had come to South Africa especially for the show, were constantly available to deal with general inquiries from interested visitors.

The exhibition was opened by Mr. M. C. Strauss, the South African Postmaster-General, who afterwards made a tour of the exhibition. The following day, HE the British Ambassador, Sir John Nicholls, and HM Consul-General in Johannesburg, Mr. J. E. Marnham, visited the exhibition and were afterwards hosts at a cocktail party in Tower Hall for the British exhibitors, their agents and guests.

According to the organizers, 10,000 people visited Electra '68, many from far afield and from neighbouring southern African countries.

This is not the sort of exhibition where it is expected to sell off the stands but some exhibitors (e.g. of electronic microscopes) in fact did so. The true value of this major effort lay in acquainting potential customers with the highly advanced state of and sophisticated development in British electronics and in capturing specialist and trade interest. This was achieved in no small measure. Exhibitors were generally confident that long-term business in substantial quantity will flow in. As a market testing exercise it was thoroughly worthwhile, as is witnessed by the expressed desire of most exhibitors to come again next time – probably in 1970.

Britain's ambassador to Italy, Sir Evelyn Shuckburgh, visited the Borg-Warner stand at the Turin motor show during his tour of the exhibition. He showed interest in the sectioned car model incorporating the products of four divisions of Borg-Warner Ltd., which was a feature of the London Motor Shows as well as the Paris and Turin Shows. Picture shows Borg-Warner sales executive Norman Kiln (right) showing the various components.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

London International Engineering and Marine Exhibition

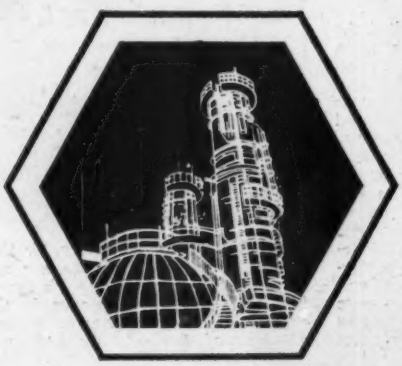
World's leading manufacturers exhibit engineering plant and equipment ranging from complete installations to the smallest components of mechanical and electro-mechanical engineering.

Olympia London
22-30 April 1969
Daily 10 am-6 pm Closed Sunday

International Welding Exhibition

An International display of welding equipment and processes.

Olympia London
22-30 April 1969
Daily 10 am-6 pm Closed Sunday



International Chemical and Petroleum Engineering Exhibition

The exhibition will cover the full range of services, plant, and ancillary equipment for all sections of the Chemical, Petro-Chemical and Petroleum Industries.

Earls Court London
22-30 April 1969
Daily 10 am-6 pm Closed Sunday

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'Above average' business done by UK leather manufacturers at New York shows

By D. F. Elliott, Consul (Commercial), British Consulate-General, New York

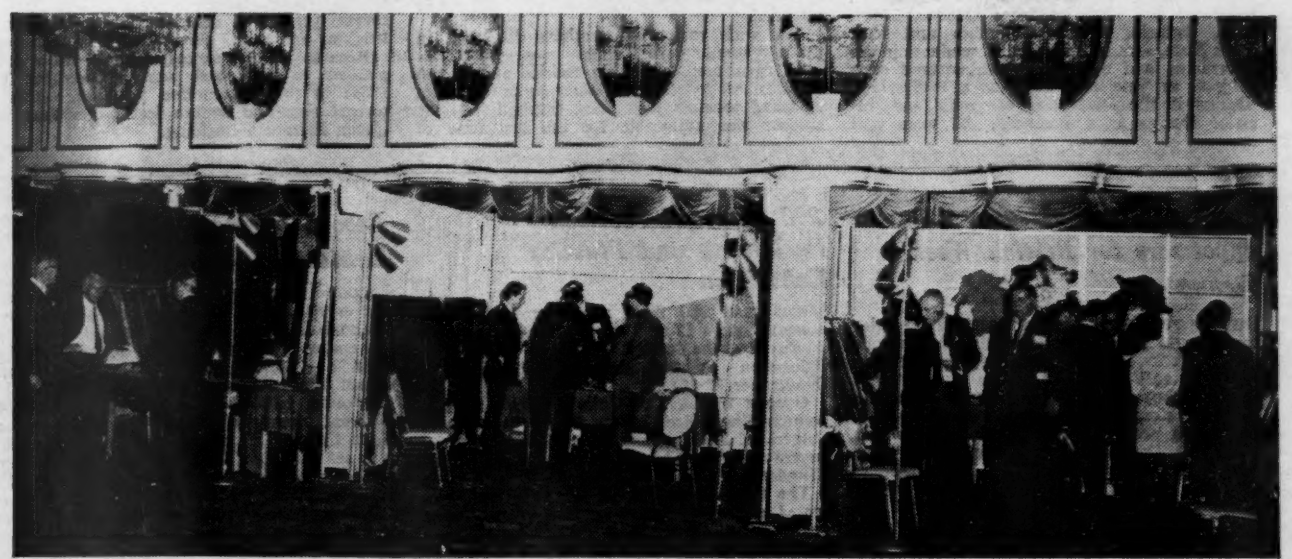
NORTH AMERICAN manufacturers buy more leather from Britain than from any other country, and Britain sells more leather to North America than anywhere else. This healthy position in our North American trade was demonstrated recently when several leaders in the British leather industry exhibited their products at two American trade shows held in New York. Under the auspices of the British Leather Institute a representative group of leather and suede manufacturers from Britain participated on joint venture terms with the Board of Trade in the Leather and Allied Industries Exposition at the New York Hilton Hotel, on October 29 and 30, and at the National Outerwear and Sportswear Suppliers Show at the McAlpin Hotel, New York from October 27 to 30.

The Leather Fair at the New York Hilton, which is sponsored by the Tanners Council of America, is a twice yearly event held in May and October. British tanners have taken part in it on two previous occasions, in 1966 and 1967, and this year 11 companies from Britain were among the more than 100 exhibitors in the tanners section. They showed as a separate British exhibit in booths set up in the Trianon Ballroom and Petit Trianon Annex. Many buyers from Canada attended the exhibition and it was as much with these as with American manufacturers that the British tanners did business. Orders were reported to be above average and several companies foresaw difficulties in meeting the demand for British leathers for the footwear manufacturing industry in North America. Pioneering advances in techniques, as well as high quality standards and appearance appeal, have created an unprecedented demand for some of the outstanding leathers produced in Britain.

The Suppliers Show at New York's McAlpin Hotel is an annual event sponsored by the National Outerwear and Sportswear Association of America and features services and materials of all types used by the apparel manufacturing industry. One or two British companies have previously shown independently at this exhibition, but this year for the first time a group of four manufacturers – three of them tanners producing apparel leathers and suedes – took part under Board of Trade joint venture terms. The experience was profitable and showed promise of considerable business potential for the British participants. Canadian buyers also visited this show and bought well from the United Kingdom exhibitors.

Among the successes achieved by some of the British exhibitors was that of a button manufacturer introducing a new product and technique in button attachment which aroused tremendous interest, and a vast potential market may open up as a result. The unique appeal of British leathers and suedes was also acclaimed, particularly the new techniques which have made them so soft and subtle that they can be styled into garments previously only available in woven or knitted cloth. One well known British tanner exhibited a new suede that is guaranteed fully washable by hand or by machine – believed to be the first garments suede of its type to carry such a guarantee.

Further joint venture participation in American trade fairs is being planned for next year by Mr. Guy Reakes, director of the Leather Institute. A sales mission to penetrate deeper into the North American market is also being considered.



A general view of some of the British stands (above) and a picture (top right) of some United States West Coast shoe manufacturing buyers examining leather footwear material on one of the stands at the New York Leather and Allied Industries Exposition.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

'Growing demand for British carpets' at Canadian Interior Design Show

A report from the British Trade Commission, Toronto

THE LARGEST single block of booth space in the second National Interior Design Show held in the Queen Elizabeth Building, Exhibition Park, Toronto, from October 28 to 30 was devoted exclusively to an excellent showing of British carpets. The six British floor covering manufacturers who took part displayed quality-patterned carpets with charming period designs, racy tartans and lively geometrics in an attempt to woo Canadians away from plain colours.

The British firms represented in this joint entry by the Board of Trade and the Federation of British Carpet Manufacturers were: The Carpet Manufacturing Company Ltd., Gilt Edge Carpets, Hardura Ltd., Lancaster Carpets Ltd., Spence Bryson and Company, and James Templeton and Company Ltd.

The manufacturers' representatives and their Canadian agents expressed great satisfaction over the volume of inquiries and orders generated by the show. There is a growing demand for quality British carpets and Canada is now the third best market. Sales have almost doubled in five years.

The show was officially opened by Mr. Piet Hein, the internationally-known Danish scientist, poet and architect, who also delivered the keynote address at the first evening seminar.

Participation exceeded expectations and the attendance figure of 8,000 was 25 per cent more than was estimated.

The Advisory Council for the show, made up of members of various interior and design institutes and societies from Quebec, Manitoba, Ontario, British Columbia and New York State, arranged a series of seminars in the afternoons and evenings which covered such subjects as 'Interior Design as a Profession', 'Design in the Federal Government' and 'Interior Design as a Business'. All were well attended.

Buyers discuss British carpets on show at the Canadian Interior Design Show, Toronto

The wide variety of products displayed in the 130 booths included floor and wall coverings, furniture, furnishing fabrics and design services. All reflected the *avant ga de* in design. A trend towards using oak finished in light colours was noticeable for the first time in several years, and decorating schemes were in brighter and more glowing colours than ever.

Because of the success of this show it is planned to hold next year's (November 3-5, 1969) in the Automotive Building, which is several thousand square feet larger than the Queen Elizabeth Building.

Foodstuffs are already appetizers for British Week Vienna

BRITISH FOODSTUFFS, whose sensational sales have made headline news at all previous British Weeks, look like repeating their success next year at Vienna.

An encouraging pointer comes from the Viennese store of Gerngross, who staged a three-week promotion of British foods which ended on October 19 in order to test the reactions of their customers to British foods, with the result that during the three weeks' promotion their food department achieved one fifth of a normal years' turnover. According to the store's buyer, this British promotion was by far the most popular that had ever been organized, and in fact no other national promotion had been such a financial success.

Of particular interest is the fact that the biggest sales were mainly of foods which Austrians had not encountered before: tinned meat pies, draught beer, typical British sauces and pickles, baked beans and breakfast cereals. Jams, which normally face very strong local competition, were sold in large quantities, as were biscuits, sweets and Scotch whisky.

Gerngross say that they now know what excellent sales prospects they have for the British Week in October 1969, and how much extra stock they must order to meet the considerable extra demand which it will certainly bring.

200 firms at Scottish Packaging and Plastics Exhibition

MORE THAN 200 firms were represented and approximately £2 million worth of equipment displayed at the Scottish Packaging and Plastics Exhibition at the Kelvin Hall, Glasgow (November 12-16).

Opened by Lt. Col Colin Mitchell, former commanding officer of the 1st Bn. Argyll and Sutherland Highlanders, the exhibition was the largest one staged by the industry in the United Kingdom this year.

The Scotpak section of the exhibition presented a comprehensive display of packaging machinery and equipment. New items specially developed for the food industry to speed the wrapping, weighing and packing of bakery, biscuit confectionery, preserves, meat and fish products formed a major theme.

The other section, Scotplas, emphasized the remarkable diversity of applications of plastic and the wide range of processes.

It is intended to present Scotpak/Scotplas on a bi-annual basis, thus making it a significant marketing vehicle for the whole of the United Kingdom.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of September 13 issue.

Record business at Caravan Exhibition

RECORD BUSINESS and record attendance figures were reported at the end of the International Caravan and Camping Exhibition on November 16. Attendance figures reached 118,652 – 24,752 more than last year – and orders totalled more than £5 million.

Around 1,100 buyers and agents from 48 different countries visited the exhibition at Earls Court – 50 per cent more than in 1967 – to see the latest developments in the caravan and camping industry displayed by over 170 manufacturers, traders and retailers.

Among export orders announced at the show was a contract for 5,963 touring caravans placed by a firm of Scandinavian importers with Caravans International; worth £2,086,000, it was C.I.'s largest ever export order. The caravans will be sold throughout Norway, Sweden and Denmark. Mr. Sam Alper, chairman of Caravans International, later announced that 70 United States caravan dealers had applied for the franchise to sell Sprite touring caravans in America. Caravans International had selected 35 and made it a condition of their appointment that they should attend a sales and service school.

New overseas orders worth £51.000 were also announced by Fairview, who have doubled their exports over the past two years.

The International Caravan and Camping Exhibition was organized by the *Daily Mail* and the National Caravan Council.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Hungary and Yugoslavia

ACCORDING TO Yugoslav press reports a trade protocol between Hungary and Yugoslavia covering trade exchanges in 1969 was signed in Belgrade on October 11, 1968.

The protocol provides for an increase of trade between the two countries of 12 per cent over 1968. Yugoslavia will increase her exports of paper; cellulose; building materials; artificial, synthetic and natural fibres.

Hungarian exports to Yugoslavia will include machinery and equipment, ferrous metal products and chemical and pharmaceutical products.

The text of the protocol is not available.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466 and 467).

Czechoslovakia and Yugoslavia

HM EMBASSY in Belgrade report that a protocol on trade between Yugoslavia and Czechoslovakia was signed in Belgrade on October 26, 1968.

According to press reports the protocol envisages a 10 per cent increase over the volume and amount foreseen in the long-term agreement.

Imports from Czechoslovakia will be mainly machines and equipment, ferrous metal products and consumer goods, while exports from Yugoslavia will be machinery and equipment, metals, non-ferrous metal products, agricultural and foodstuff products, timber, raw chemicals and consumer goods. The text of the Protocol is not available.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466 and 467).

Syria-Lebanon

AN AGREEMENT was signed at Damascus on October 8 purporting to settle most outstanding economic problems existing between Syria and Lebanon, including the recent transit tax dispute.

The agreement also provides for the amendment and application of the economic agreement concluded in 1953, the abrogation of Syrian export subsidies on textiles and of a corresponding Lebanese anti-dumping tax, mutual trade concessions in the agricultural fields, amendment of a 1965 agreement on the regulations applying to public transport and commercial vehicles, and various dispositions relating to financial matters pending between the two countries.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357), quoting reference CRE 8695/G.

Poland and Norway

A PROTOCOL TO THE Trade Agreement for 1968-1970 was signed in Warsaw on October 18, 1968, and covers trade in 1969.

Polish exports to Norway may include merchant vessels, ships' equipment, rolled products, chemicals, sugar and consumer goods.

Norway's exports may include zinc concentrates, copper, iron ore, fish meal, fats, cellulose, paper and other commodities.

No other details are available.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Malta and Libya

TO ENCOURAGE the development of mutual trade between Malta and Libya, a Trade Agreement and an Economic Scientific and Technical Co-operation Agreement were signed on May 31, 1968.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

JUST PUBLISHED

INFORMATION HUNGARY

Editor-in-chief:
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With a preface by
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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

AUSTRALIA

(225/68) Transformers for Brisbane City Council. December 23. E.S.B. 42453/68.*

Department of Supply:

(227/68) Press. (Further Information.) The closing date has been postponed to November 27. E.S.B. 38734/68.*

(227/68) Drilling Machines. December 10. E.S.B. 42956/68.

(225/68) Pumps for Gladstone Town Council. December 11. E.S.B. 42492/68.

(227/68) Radio Control Equipment for Melbourne and Metropolitan Board of Works. December 17. E.S.B. 42957/68.

(224/68) Ash Handling Plant for Northern Electric Authority of Queensland. (Further Information.) Tender documents now available. E.S.B. 42103/68.*

Queensland Railways:

(227/68) Freight Bogies. December 12. E.S.B. 42918/68.*

(227/68) Wagons. December 17. E.S.B. 42920/68.*

State Electricity Commission of Victoria:

(227/68) Switchgear. December 16. E.S.B. 42953/68.

(227/68) Terminal Equipment. December 9. E.S.B. 42954/68.

BELGIUM

(226/68) Steel, Iron and Aluminium for Headquarters Command, SHAPE. December 10. E.S.B. 42782/68.*

BRAZIL

(224/68) Civil Engineering Works for Comissao Executiva de Metropolitan do Rio de Janeiro. (Pre-qualification Information.) December 16. E.S.B. 42398/68.*

BURMA

(226/68) Mining Equipment for Mineral Development Corporation. December 31. E.S.B. 42758/68.*

Ministry of Defence:

(223/68) Circular Saw Bench. December 15. E.S.B. 42185/68.*

(226/68) Pumps. December 18. E.S.B. 42756/68*, 42757/68.*

Myanma Export Import Corporation:

(226/68) Rubber Soled Socks. December 20. E.S.B. 42752/68.*

(226/68) Vehicle Spare Parts. December 15. E.S.B. 42753/68.*

(226/68) Drilling Bits. December 10. E.S.B. 42754/68.*

(223/68) Power Amplifiers for People's Electro-Mechanical Services. December 28. E.S.B. 42184/68.*

People's Pearl and Fishery Board:

(226/68) Boat Equipment and Accessories. December 20. E.S.B. 42750/68.*

(226/68) Wire. December 20. E.S.B. 42751/68.*

(224/68) Hand Tools for Union of Burma Railway Board. January 2, 1969. E.S.B. 42101/68.*

CAMEROON

Cameroons Development Corporation:

(225/68) Fertilizers. January 15, 1969. E.S.B. 42726/68.

(225/68) Rubber Processing Machinery. January 9, 1969. E.S.B. 42727/68.

(225/68) Tractors, Trailers, Vehicles. January 9, 1969. E.S.B. 42728/68.

CANADA

(226/68) Generator, Feeder Circuit Breakers for British Columbia Hydro and Power Authority. January 14, 1969. E.S.B. 42789/68.

Manitoba Hydro:

(224/68) Switchgear. December 13. E.S.B. 42373/68.

(227/68) Switchgear. December 13. E.S.B. 42373/68.*

CEYLON

(227/68) Brass Ingots for Ceylon State Hardware Corporation. December 13. E.S.B. 42947/68.*

(227/68) Glass for Ceylon Transport Board. (Further Information.) E.S.B. 41862/68.*

Department of Agriculture:

(227/68) Pumps. January 22, 1969. E.S.B. 42949/68.

(227/68) Stump-Jump-Disc-Plough. January 20, 1969. E.S.B. 40887/68.

(227/68) Polydisc Tillers. (Further Information.) Closings date postponed to January 20, 1969. E.S.B. 40862/68.*

(227/68) Ploughs. (Further Information.) Closing date postponed to January 20, 1969. E.S.B. 40863/68* and 40864/68.*

(227/68) Cultivators. (Further Information.) Closing date postponed to January 20, 1969. E.S.B. 40880/68.*

(227/68) Harrows. (Further Information.) Closing date postponed to January 20, 1969. E.S.B. 40881/68,* 40882/68* and 40883/68.*

(227/68) Vehicles. (Further Information.) Closing date postponed to January 20, 1969. E.S.B. 40884/68.*

(227/68) Tractors. (Further Information.) Closing date postponed to January 20, 1969. E.S.B. 40885/68* and 40886/68.*

(228/68) Station Wagons. January 23, 1969. E.S.B. 42948/68.

(228/68) Pumps. January 22, 1969. E.S.B. 42950/68.

(228/68) Trucks. January 22, 1969. E.S.B. 42951/68.

(228/68) Vehicles. January 22, 1969. E.S.B. 42952/68, 42967/68.

Eastern Paper Mills Corporation:

(227/68) Soda Ash. January 15, 1969. E.S.B. 42944/68.*

(227/68) Rosin Size. January 15, 1969. E.S.B. 42945/68.*

(227/68) Hydrated Lime. January 23, 1969. E.S.B. 42946/68.*

(227/68) Cables and Flexibles for Tender Board, Electricity Department. December 5. E.S.B. 42943/68.

(223/68) Cotton Yarn for National Textile Corporation. (Further Information.) Tender documents now available. E.S.B. 41865/68.*

(223/68) Steel Shuttering for State Engineering Corporation of Ceylon. December 14. E.S.B. 41867/68.*

CHILE

(224/68) Rail Cars for Ferrocarriles del Estado. January 14, 1969. E.S.B. 42397/68.*

COLOMBIA

(228/68) Television Studio Equipment for Instituto Nacional de Radio y Television. January 22, 1969. E.S.B. 43223/68.

CONGO, DEMOCRATIC REPUBLIC OF

(228/68) Syringes, Syringe Barrels for DCMP. December 14. E.S.B. 43224/68.*

COSTA RICA

(227/68) Pharmaceuticals for Departmento de Aprovisionamiento de la Caja Costarricense. January 13, 1969. E.S.B. 42917/68.*

Dr. Giovani Sgaravatti (left) of Sgaravatti-Egis Spa, Ransomes grass machinery distributors in Italy, with Mr. John Wilson, Ransomes grass machinery sales manager, inspecting a partially assembled 36in. Mastiff motor mower at Nacton Works, Ipswich.

(227/68) Cable for Instituto Costarricense de Electricidad. December 5. E.S.B. 42901/68.*

(226/68) Soldering Equipment for Proveeduria del Ferrocarril Electrio al Pacifico. December 5. E.S.B. 42902/68.*

(228/68) Construction of Bridges and Culverts for Provudeera Nacional. December 9. E.S.B. 42998/68.*

CYPRUS

228/68) Weighing Machines for Cyprus Grain Commission. December 16. E.S.B. 42968/68.*

(225/68) Construction of Harbour for Ministry of Communications and Works. (Pre-qualification Information.) December 14. E.S.B 42729/68.

ECUADOR

(223/68) Generating Units and Accessories for Empresa Electrica Cuenca, SA. January 15, 1969. E.S.B. 36912/68.

ETHIOPIA

(224/68) Highways Construction Project for Imperial Highway Authority. (Pre-qualification Information.) January 8, 1969. E.S.B. 16485/68.

GREECE

(224/68) Plastic Insulating Tape for Public Power Corporation. December 6. E.S.B. 42442/68.

HONG KONG

(226/68) Pumping Equipment for Government Stores Department. December 6. E.S.B. 42761/68.*

(226/68) Tyres and Tyre Tubes for Tender Board, Colonial Secretariat. December 6. E.S.B. 42764/68.*

INDIA

(223/68) Tool Kit for Bean Purchase Organization. February 6, 1969. E.S.B. 42183/68.*

Bhabha Atomic Research Centre:

(224/68) Centrifuge. December 30. E.S.B. 42467/68.

(224/68) Temperature Recorder. December 23. E.S.B. 42457/68* and 42458/68.

(224/68) Potentiometric Recorder. December 27. E.S.B. 42463/68* and 42464/68.

(224/68) X-ray Recorder. December 24 and 26 respectively. E.S.B. 42460/68* and 42461/68.

(224/68) Centrifuge. December 30. E.S.B. 42468/68.

(224/68) Locomotives. December 6. E.S.B. 42447/68.*

(224/68) Stainless Steel Pipes. December 19. E.S.B. 42445/68.

(224/68) Digital Recorder. December 26. E.S.B. 42462/68.

(*Continued on page* 1424)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments' summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only* £10 10s.

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If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757, *Ext.* 7058, *Telex* 886143 *AB: Bothillgate Ldn.), mentioning the products or countries of special interest to you.*

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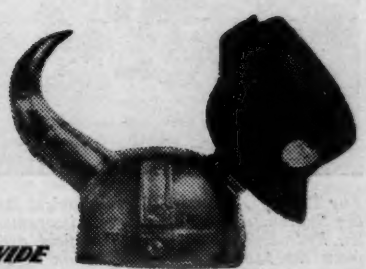

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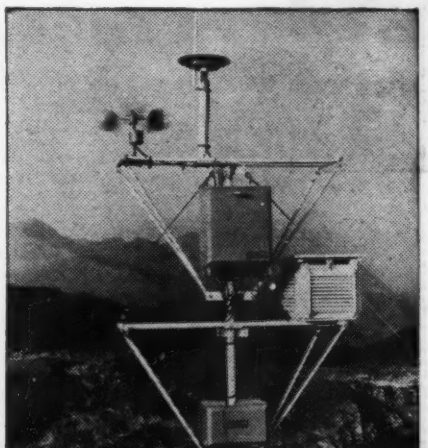
(224/68) Water Bath Shaker. January 3, 1969. E.S.B. 42476/68.
(224/68) Semimicro Osmometer. January 3, 1969. E.S.B. 42475/68.
(224/68) Radiation Shielding Glass Windows. December 17. E.S.B. 42430/68.
(224/68) Environmental Incubator. December 27. E.S.B. 42466/68.
(224/68) Multipoint Recorders. December 24. E.S.B. 42459/68.
(224/68) Strip Chart Recorder. December 23. E.S.B. 42456/68.
(224/68) Scintillation Camera System. December 17. E.S.B. 42429/68.
(224/68) Spectrometer. December 18. E.S.B. 42431/68.
(224/68) Transducer. January 2, 1969. E.S.B. 42471/68.
(224/68) Silicon Surface Barrier Detector. December 20. E.S.B. 42437/68.
(224/68) Pan Culdoscope. December 18. E.S.B. 42433/68.
(224/68) Recorder. December 20. E.S.B. 42455/68.
(224/68) Cell Respiration Apparatus. December 27. E.S.B. 42465/68.
(224/68) Microdensitometer. January 2, 1969. E.S.B. 42470/68.
(224/68) Oscilloscope. January 2, 1969. E.S.B. 42473/68.
(224/68) Photometer Test System. January 3, 1969. E.S.B. 42474/68.
(224/68) Tally Perforator. December 10. E.S.B. 42418/68.
(224/68) Vibrair Jig. December 11. E.S.B. 42419/68.
(224/68) Filters. December 11. E.S.B. 42420/68.
(224/68) Torsion Magnetometer. December 13. E.S.B. 42424/68.
(224/68) Monochromator. December 16. E.S.B. 42425/68.
(224/68) Spectrometer. December 16. E.S.B. 42426/68.
(224/68) Test Unit. December 16. E.S.B. 42427/68.
(224/68) Pulse Generator. December 17. E.S.B. 42428/68.
(224/68) Oscilloscope. December 19. E.S.B. 42436/68.
(224/68) Analyzer Coke. December 19. E.S.B. 42434/68 and 42435/68.
(224/68) Balance. December 12. E.S.B. 42421/68.
(224/68) Cyclotron. December 18. E.S.B. 42432/68.
(224/68) Germanium Detector. December 20. E.S.B. 42438/68.
(224/68) Dosimeter. December 30. E.S.B. 42469/68.
(224/68) Centrifuge. January 2, 1969. E.S.B. 42472/68.
(224/68) Parallel Printer. December 10. E.S.B. 42417/68.
(224/68) Microphotometer. December 12. E.S.B. 42422/68.
(224/68) Pargemeter. December 13. E.S.B. 42423/68.



The Plessey Automatic Climatological Recording Station, one of a family of instruments in the hydrological meteorological field available from the Marine Systems Division of Plessey Electronics Group, Ilford. Export orders have recently been received from Australia, Sweden, Denmark, Ireland and Canada for this equipment. The station can operate without attention for at least three months, while making and recording more than 82,500 climatological measurements.

(225/68) Testing Machine. December 9. E.S.B. 42448/68.*
(225/68) Shovel Loader. December 9. E.S.B. 42449/68.*
(225/68) Stress Corrosion Testing Machine. December 16. E.S.B. 42450/68.*
(225/68) Metering Equipment for Bhakra Management Board. December 23. E.S.B. 42477/68.*

Bokaro Steel Ltd.:
(223/68) Gas and Air Mains. December 16. E.S.B. 42173/68.
(223/68) Foundry Plant and Equipment, Steel Structures. December 12. E.S.B. 42176/68.
(227/68) Furnaces, Forge Hearths. (Further Information.) This requirement will be met from indigenous sources. E.S.B. 39954/68.
(228/68) Water Supply System Equipment. December 16. E.S.B. 42996/68.
(223/68) Weighbridge for Damodar Valley Corporation. (Further Information.) The closing date is further postponed to December 2. E.S.B. 34727/68.
(223/68) Pantograph for Directorate General of Supplies and Disposals. (Further Information.) The closing date has been postponed indefinitely. E.S.B. 31950/68.*
(226/68) Measuring Instruments for Executive Engineer, Koti Colony and Communication Division. (Further Information.) Tender documents now available. E.S.B. 39888/68.*

Hindustan Cables Ltd.:
(224/68) Insulating Paper. December 27. E.S.B. 42479/68.
(228/68) Polythene Washer. December 11. E.S.B. 42991/68.
(223/68) Open Hearth Door Hose for Hindustan Steel Ltd. December 6. E.S.B. 42177/68.
(223/68) Separator Tower in Coking Unit for Indian Oil Corporation Ltd. December 6. E.S.B. 42172/68.
(225/68) Transformers for Maharashtra State Electricity Board. (Further Information.) This tender has been cancelled. E.S.B. 38692/68.
(225/68) Construction of Dam for Mysore Public Works Department. (Further Information.) E.S.B. 26881/68.*
(228/68) Civil Engineering Works for Public Works Department (Government of Mysore). December 25. E.S.B. 43226/68.
(226/68) Cable Ways for Dam for Sriboilam Hydro Electric Project. (Further Information.) Tender documents now available. E.S.B. 37603/68.*

IRAQ

(225/68) Railway Workshop Machinery for Directorate General of Railways. December 8. E.S.B. 42715/68.

General Spinning and Weaving Company:
(224/68) Waste Spinning Unit. (Further Information.) The closing date has been postponed to November 30. E.S.B. 37104/68.*
(225/68) Looms. December 5. E.S.B. 42493/68.
(224/68) Caustic Soda for Government Spinning and Weaving Administration. December 5. E.S.B. 42310/68.

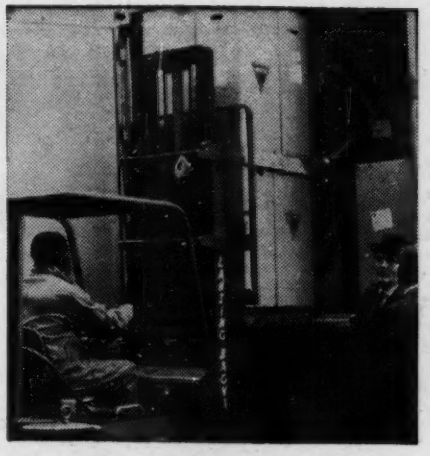
Government Oil Refineries Administration:
(224/68) Chemicals. December 12. E.S.B. 42308/68.
(224/68) Chemical Powder, Liquid Foam. December 14. E.S.B. 42309/68.
(224/68) Road Roller. December 10. E.S.B. 42312/68.
(225/68) Grain Temperature Cables for Grain Board. December 28. E.S.B. 42713/68.

Iraqi Ports Administration:
(224/68) Safety Equipment. December 11. E.S.B. 42314/68.
(224/68) Welding Rods. December 11. E.S.B. 42315/68.
(224/68) Lawn Mowers. December 11. E.S.B. 42316/68.

Ministry of Defence:
(224/68) Battery Materials. (Further Information.) Tender documents now available. E.S.B. 40188/68.*
(224/68) Battery Materials. (Further Information.) Tender documents now available. E.S.B. 40189/68.*
(224/68) Dry Battery Materials. (Further Information.) Tender documents now available. E.S.B. 40190/68.*
(224/68) Water Sprayer Tankers. (Further Information.) Tender documents now available. E.S.B. 39774/68.*
(224/68) Tractor Bulldozer. (Further Information.) Tender documents now available. E.S.B. 40198/68.*
(224/68) X-ray Sets. (Further Information.) Tender documents now available. E.S.B. 40191/68.*
(224/68) Training Equipment. December 14. E.S.B. 42319/68.
(224/68) Small Wheel Loader. December 14. E.S.B. 42320/68.
(224/68) Medium Wheel Loader. December 14. E.S.B. 42321/68

Ministry of Finance:
(224/68) Video Tape. (Further Information.) Tender documents now available. E.S.B. 41146/68.*
(225/68) Aluminium Cooking Pots. December 8. E.S.B. 42714/68.

Ministry of Municipal and Rural Affairs:
(224/68) Construction of Water Supply Scheme. January 1, 1969. E.S.B. 42313/68.
(224/68) Electrical Materials. December 21. E.S.B. 42323/68.
(224/68) Diesel Sets, Construction of Power House. December 24. E.S.B. 42324/68.
(225/68) Construction of Water Scheme. (Further Information.) Closing date postponed to January 4, 1969. E.S.B. 37115/68.*
(225/68) Switching Station and Buildings. December 24. E.S.B. 42703/68.
(224/68) Calcium Chloride, Coke for Mosul Sugar Manufacturing Administration. December 12. E.S.B. 42317/68.
(224/68) Telephone Instruments and Spare Parts for Posts, Telegraphs and Telephone Administration. January 15, 1969. E.S.B. 42332/68.*



At Ascot Gas Water Heater Limited's warehouse, 140 water heaters, the first part of an order for 500, are being loaded on to one of United Cargo Containers (Europe) Limited's containers. The order was placed with Radiation International Limited by Equipco Incorporated of Portland, Oregon. Radiation International had the heater specially designed for heating American swimming pools of up to 20,000 gallons capacity. Watching the loading operation are (left to right) Mr. D. B. Wallace, managing director of United Cargo Containers (Europe) Limited and Mr. A. A. Boak, export sales manager (Gas Division) of Radiation International Limited.

IRISH REPUBLIC

Cork County Council:
(225/68) Water Supply Scheme. January 10, 1969. E.S.B. 42497/68.
(225/68) Pumps, Motors. January 10, 1969. E.S.B. 42498/68.
(227/68) Filtration Plant for Corporation of Dublin. January 7, 1969. E.S.B. 42971/68.
(227/68) Chlorinating Plant for Galway Corporation. December 16. E.S.B. 42980/68.
(228/68) Construction of a Swimming Pool for Kilkenny Corporation. January 1, 1969. E.S.B. 42781/68.

Waterford County Council:
(224/68) Pumps. December 16. E.S.B. 42364/68.
(224/68) Construction of Water Supply Scheme. December 16. E.S.B. 42365/68.

JORDAN

Jordan Phosphate Mines Co. Ltd.:
(223/68) Vee Belts. December 5. E.S.B. 42133/68.*
(224/68) Tyres and Tubes. December 7. E.S.B. 42131/68.*
(224/68) Welding Equipment. December 7. E.S.B. 42132/68.*

KUWAIT

(225/68) Penicillin for Ministry of Public Health. December 17. E.S.B. 42701/68.*

LEBANON

(224/68) Street Lighting Equipment for Beirut Municipality. December 11. E.S.B. 42179/68.*
(226/68) Motor Launch for Ministry of National Defence. December 4. E.S.B. 42702/68.

MALAWI

(225/68) Flooring; Gymnasium Equipment, etc. for Malawi Government. January 1969. E.S.B. 42725/68.

MALAYSIA

(225/68) Construction of Rubber Processing Plants for Federal and Development Authority. February 1, 1969. E.S.B. 42356/68.*
(226/68) Stationers' Sundries for Government Printing Department. January 5, 1969. E.S.B. 42742/68.*
(224/68) Shovel Loader for Ministry of Agriculture and Co-operatives. January 29, 1969. E.S.B. 42181/68.*

MALTA

(224/68) Galatea Cloth for Medical and Health Department. December 12. E.S.B. 42366/68.

Treasury:
(226/68) Steel Crowd Barriers. December 12. E.S.B. 42744/68.*
(226/68) Milk Reception Equipment. December 12. E.S.B. 42745/68.*
(226/68) Protein Concentrates. December 12. E.S.B. 42747/68.*
(226/68) Footwear. (Further Information.) E.S.B. 41138/68.*
(226/68) Churn Washing Machine. December 12. E.S.B. 42746/68.*

(226/68) Milk Flavourings. December 12. E.S.B. 42748/68.*
(226/68) Spectrophotometer. Decmber 19. E.S.B. 42993/68.*
(226/68) Laboratory Equipment. December 19. E.S.B. 42994/68.*

MEXICO

Mexican Federal Electricity Commission:
(223/68) Metallic Structures for Sub-Station. December 5. E.S.B. 42126/68.*
(223/68) Transformers. December 26. E.S.B. 42127/68.*
(224/68) Signalling Equipment. December 27. E.S.B. 42128/68.*
(226/68) Travelling Cranes. (Further Information.) The closing date has been postponed to December 14. E.S.B. 39845/68.*

MOZAMBIQUE

(223/68) Prefabricated Steel Structures for Planning of Acquisition for the Army Infrastructures DSF, OM. December 16. E.S.B. 42165/68.

NEW ZEALAND

General Post Office:
(224/68) Filter Indicators. December 12. E.S.B. 42304/68.*
(224/68) Copper Wire. December 10. E.S.B. 42305/68.*
(224/68) Wire. December 11. E.S.B. 42306/68.*
(227/68) Wire. January 21, 1969. E.S.B. 42981/68.*
(224/68) Typewriters for Government Stores Board. January 14, 1969. E.S.B. 42307/68.*
(227/68) Steel Tyres for Locomotives for New Zealand Railways. January 22, 1969. E.S.B. 42961/68.*

PAKISTAN

(227/68) Contractors' Plant for Directorate of Purchases, Capital Development Authority. Unspecified. E.S.B. 42914/68.
(226/68) Vehicles for Government of West Pakistan Agriculture Department. December 9. E.S.B. 42913/68.
West Pakistan Railway Board:
(224/68) Bogies. January 22, 1969. E.S.B. 42111/68.
(227/68) Steel Plates. January 10, 1969. E.S.B. 42915/68.

PHILIPPINES

(223/68) Construction of a Printing Plant for Department of Finance. April 30, 1969. E.S.B. 35157/68.*
(223/68) Transmission Line Equipment for National Power Corporation. Prequalification November 29; Tender December 6. E.S.B. 42166/68.*

SAUDI ARABIA

(226/68) X-Ray Films for Ministry of Health. December 30. E.S.B. 42794/68.
(225/68) Broadcasting Equipment Spare Parts for Ministry of Information. (Further Information.) Now confirmed as February 6, 1969. E.S.B. 40494/68.
(226/68) Library Equipment for University of Riyadh. December 30. E.S.B. 42912/68.

SINGAPORE, REPUBLIC OF

(226/68) Metal Working Machines for Public Works Department. E.S.B. 42916/68.*

SOUTH AFRICA

Cape Provincial Tender Board:
(226/68) Laboratory Equipment. December 13, 17 respectively. Tender documents now available for loan. E.S.B. 42790/68* and 42792/68.*
(226/68) Laboratory Equipment. December 20. E.S.B. 42791/68.*
State Procurement Board:
(226/68) Floor Covering. December 4. E.S.B. 42768/68.*
(226/68) Leaded Brass Strip. December 4. E.S.B. 42772/68.*
(226/68) Jackets. December 5. E.S.B. 42774/68.*
(226/68) Soap Containers. December 5. E.S.B. 42775/68.*
State Tender Board:
(228/68) Signal Generator. December 9. E.S.B. 43208/68.*
(228/68) Oscilloscope. December 9. E.S.B. 43229/68.*
(228/68) Pharmaceuticals. December 9. E.S.B. 43230/68.*

SUDAN

Ministry of Works:
(224/68) Pipes. December 12. E.S.B. 42334/68.*
(224/68) Asbestos Cement Pipes. December 19. E.S.B. 42346/68.*
(224/68) Pumps. December 25. E.S.B. 42341/68.*
(224/68) Pumps. December 10. E.S.B. 42337/68.*
(224/68) Pipes. December 18. E.S.B. 42370/68*
(224/68) Asbestos Cement Pipes. December 17. E.S.B. 42342/68* and 42343/68.*
(224/68) Pumping Sets. December 28. E.S.B. 42335/68.
(224/68) Pipes. December 14. E.S.B. 42340/68.*

SYRIAN ARAB REPUBLIC

Administration of Execution of Industrial Projects:
(226/68) Vehicles. December 14. E.S.B. 42730/68.
(226/68) Ventilation. Air Conditioning and Central Heating Equipment. December 10. E.S.B. 42731/68.

TAIWAN

Central Trust of China:
(223/68) Reflectoscope. December 6. E.S.B. 42122/68.*
(223/68) Swivel Joints. December 4. E.S.B. 42146/68.*
(223/68) Saran Net. December 5. E.S.B. 42147/68.*
(223/68) Hospital Equipment. December 6. E.S.B. 42149/68.*
(223/68) Steel. December 5. E.S.B. 42117/68.*
(223/68) Nickel. December 4. E.S.B. 42145/68*
(223/68) Landing Vehicle Accessories. December 5. E.S.B. 42148/68.*
(223/68) Compressor. December 5. E.S.B. 42143/68.*
(223/68) Mercury. December 5. E.S.B. 42144/68.*
(223/68) Mercury and Dry Cells. December 5. E.S.B. 42120/68.*
(224/68) Steel Towers. December 4. E.S.B. 42114/68.*
(227/68) Truck. December 14. E.S.B. 42938/68.*
(227/68) Paraquat (Gramoxone). December 13. E.S.B. 42940/68.*
(227/68) Addressing Machine. December 13. E.S.B. 42922/68.*
(227/68) Flow Indicators. December 16. E.S.B. 42923/68.*
(227/68) Diesel Engines. December 16. E.S.B. 42924/68.*
(227/68) Barite Powder. December 13. E.S.B. 42925/68.*
(227/68) Jaw Crusher. December 12. E.S.B. 42926/68.*
(227/68) Gear Motors. December 13. E.S.B. 42927/68.*
(227/68) Chemicals. December 13. E.S.B. 42928/68.*
(227/68) Roots Blower. December 18. E.S.B. 42929/68.*
(227/68) Hydrostatic Test Pump. December 17. E.S.B. 42930/68.*
(227/68) Valves; Pipes, Pipe Fittings. December 17. E.S.B. 42931/68.*
(227/68) Pump. December 13. E.S.B. 42932/68.*
(227/68) Construction and Maintenance Tools. December 13. E.S.B. 42933/68.*
(227/68) Benzl Acetate. December 13. E.S.B. 42934/68.*
(227/68) Digital Batching Controls. December 17. E.S.B. 32935/68.*
(227/68) Catalyst. December 17. E.S.B. 32936/68.*
(227/68) Winch Truck. December 7. E.S.B. 32937/68.*
(228/68) Regulator; Needle Valve. December 16. E.S.B. 42939/68.*
(228/68) Testing Equipment. December 6. E.S.B. 42941/68.*
(228/68) Ferro-Chromium. December 12. E.S.B. 43211/68.*
(228/68) Switchgear. December 12. E.S.B. 43212/68.*
(228/68) Ferro-Manganese. December 12. E.S.B. 43213/68.*
(228/68) Fork-Lift Trucks. December 11. E.S.B. 43217/68.
(228/68) Bentonite. December 9. E.S.B. 43228/68.*
(228/68) Vehicles. December 10. E.S.B. 43202/68.*
(228/68) Chemicals. December 5. E.S.B. 43205/68.
(228/68) Meter Testing Set. December 12. E.S.B. 43219/68.*
(228/68) Gauges. December 12. E.S.B. 43231/68.*
(228/98 Locomotive. December 9. E.S.B. 43201/68.*
(228/68) Cigarette Making Machinery. December 9. E.S.B. 43203/68.*
(228/68) Steel Plates. December 12. E.S.B. 43209/68.*
(228/68) DC Standardizing Equipment. December 5. E.S.B. 43210/68.*
(228/68) Steel Rails. December 23. E.S.B. 43216/68.*
(228/68) Lathe. December 5. E.S.B 43218/68.*

TANZANIA

Central Tender Board:
(226/68) Beds. December 13. E.S.B. 42787/68.
(226/68) Dust Bins. December 13. E.S.B. 42787/68.
(226/68) Socks. December 12. E.S.B. 42788/68.

THAILAND

(224/68) Meters for Metropolitan Electricity Authority. January 2, 1969. E.S.B. 42344/68.*
(224/68) Telephone Exchange and Instruments for **State Railway of Thailand.** December 9. E.S.B. 42388/68.*

TURKEY

(225/68) Transparent Film for Devlet Su Isleri Genel Mudurlugu. December 9. E.S.B. 42490/68.*
(226/68) Electrical Equipment Pumps for General Directorate of Road, Water Supply and Electrification. December 17. E.S.B. 42482/68.*
Machinery and Chemicals Industry Corporation:
(227/68) Crucibles. December 5. E.S.B. 42974/68.*
(227/68) Resorcin. December 9. E.S.B. 42975/68.*
(227/68) Stoppers. December 9. E.S.B. 42976/68.*
(227/68) Tetryl. December 9. E.S.B. 42977/68.*
(228/68) Carbon Black. December 10. E.S.B. 42978/68.*
(228/68) Sodium Sulphate. December 10. E.S.B. 43221/68.*
(228/68) Sodium Bisulphite. December 10. E.S.B. 43222/68.*
(228/68) Lead Nitrate. December 10. E.S.B. 43232/68.*
(225/68) Gas Meters for Power, Gas and Bus Administration. December 10. E.S.B. 42491/68.*
(224/68) Paper for Turkiye Selulos ve Kagit Fabrikalari. December 10. E.S.B. 42361/68.*

UNITED ARAB REPUBLIC (EGYPT)

(228/68) Aerial Spraying for Ministry of Agriculture. December 16. E.S.B. 42989/68.

UNITED STATES OF AMERICA

Bureau of Reclamation:
(224/68) Oil Cable Systems. (Further Information.) Closing date postponed to January 14. E.S.B. 25690/68.*
(227/68) Circuit Breakers. December 19. E.S.B. 42972/68.*
(228/68) Pumping Units. December 12. E.S.B. 43220/68.

URUGUAY

A.N.C.A.P.
(224/68) Lifting Equipment. December 17. E.S.B. 42409/68.*
(224/68) Aluminized Asbestos Suits and Accessories. December 13. E.S.B. 42399/68.*
(224/68) Tractors; Ploughs. December 12. E.S.B. 42400/68.*
(224/68) Pipe Fittings. December 12. E.S.B. 42410/68.*

VENEZUELA

(224/68) Construction of Oil Refinery for Oficina de Operaciones Conjuntas de la C.U.P. January 15, 1969. E.S.B. 42395/68.*

VIETNAM

Central Procurement and Supply Authority:
(224/68) Numbering Machines. November 21. E.S.B. 42136/68.*
(228/68) Sports Equipment. December 5. E.S.B. 42984/68.*
(228/68) Dredger Spare Parts. December 5. E.S.B. 42982/68.*
(228/68) Sewing Machines Spare Parts. December 5. E.S.B. 42985/68.*
(228/68) Photographic Equipment and Films. December 5. E.S.B. 42986/68.*
(227/68) Monofilament and Plastics Products Plant for Industrial Development Centre. December 14. E.S.B. 42274/68.*

YUGOSLAVIA

(225/68) Crane for Exportdrvo. January 16, 1969. E.S.B. 42709/68.
Ferimport
(225/68) Limestone and Dolomite Processing Equipment. January 16, 1969 E.S.B. 42708/68.
(225/68) Sand and Gravel Production Equipment. January 16, 1969. E.S.B. 42711/68.
(225/68) Footwear and Rubber Products Equipment for Gazela, Industrija za Cipele i Gumene Proizode. January 16, 1969. E.S.B. 42710/68.
(227/68) Digital Electronic System for Konfekeija Lisca. January 9, 1969. E.S.B. 42721/68.*
(226/68) Textile Machinery for Podjetje Jugotesil-Impex. January 9, 1969. E.S.B. 42720/68.*
(226/68) Textile Machinery for Poslovno Zoruzenje Tekstilne Industrije. June 30, 1969. E.S.B. 42723/68.*
(226/68) Textile Machines for Preduzece Pamucna Industrija. January 9, 1969. E.S.B. 42724/68.*
(225/68) Porcelain Industry Equipment for Proizuzece za Vooz i Izvoz Jugoelektro. January 16, 1969. E.S.B. 42707/68.*
(226/68) Cement Factory for Rudnik Usljatito. January 9, 1969. E.S.B. 42722/68.*
(226/68) Furnace; Slide Rule Processing Machine for Tchnometal, Export-Import. January 9, 1969. E.S.B. 42719/68.*

ZAMBIA

Central Supply and Tender Board:
(223/68) Vests. December 13. E.S.B. 42155/68.*
(225/68) Putties. December 13. E.S.B 42414/68.*

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ltd.). at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Russian railway engineers who attended the IEE conference on railway electrification are seen here during a visit to the Metropolitan-Cammell works, Birmingham. They are pictured inside the cab of one of the new locomotives built for the Pakistan Western Railways.

Abu Dhabi
(225/68) Agency inquiry for cables and wires; drainage pipes; electrical fittings and accessories; office furniture; tyres and tubes. E.S.B. 39561/68.

Afghanistan
(223/68) Inquiry for paints. E.S.B. 41245/68.
(227/68) Inquiry for bus bodies and lorry cabs fitings and accessories; counter scales; diecasting machine; diesel fuel domestic heater plant and designs; enamelling plant; metal forming dies; ploughshare manufacturing steel, heat treatment process and chemicals; press. E.S.B. 40294/68.

Australia
(223/68) Agency inquiry for electrical insulation materials. E.S.B. 41714/68.
(224/68) Agency inquiry for hospitals' equipment; surgical instruments and apparatus. E.S.B. 23108/68.
(226/68) Inquiry for chain and fittings with shackle. E.S.B. 43991/67.
(227/68) Inquiry for acoustic equipment; communications equipment; hearing aids and protection devices; medical electronics equipment; sound-proof booths. E.S.B. 41542/68.
(227/68) Special Advisory Authority. C.R.E. 1180/68.
(228/68) Inquiry for bronze and stainless steel flexible tubing. E.S.B. 42527/68.

Australia – Waiver of British Preference
(226/68) Inquiry for boiler tube. E.S.B. A/105/68.
(226/68) Inquiry for crystal plate. E.S.B. A/104/68.
(226/68) Inquiry for dicing cutter. E.S.B. S/129/68.
(226/68) Inquiry for meat tenderizers. E.S.B. S/128/68.
(226/68) Inquiry for radiant heat panels; thermocouples. E.S.B. S/130/68.
(226/68) Inquiry for relays. E.S.B. A/106/68.
(226/68) Inquiry for sodium monochloracetic acid. E.S.B. M/74/68.
(227/68) Inquiry for automatic soap wrapping machine. E.S.B. M/75/68.
(227/68) Inquiry for glue and chip mixing machine and ancillary equipment. E.S.B. M/73/68.
(227/68) Inquiry for resin overlay. E.S.B. B/4/68

Austria
(224/68) Agency inquiry for fabrics; piece goods; pullovers and cardigans; tailor's requisites; yarns. E.S.B. 30575/68.
(225/68) Agency inquiry for coats; costumes. E.S.B. 27182/68.
(225/68) Agency inquiry for suiting and coat materials; woollen material. E.S.B. 9004/67.
(224/68) Inquiry for bottle caps; cork machinery filter paper; glasses; toaster. E.S.B. 41910/68.
(224/68) Inquiry for herbs and essences. E.S.B. 41957/68.
(225/68) Inquiry for mail order and departmental store goods. E.S.B. 27643/68.
(226/68) Inquiry for toys. E.S.B. 40704/68.

Bahamas
(224/68) Agency inquiry for china; glassware. E.S.B. 41709/68.

Belgium
(225/68) Agency inquiry/manufacture under licence – fire or burglar alarms. E.S.B. 41994/68.
(225/68) Inquiry for gauze cutting, folding and packing machine. E.S.B. 9200/68.
(225/68) Manufacture under licence/agency inquiry for pharmaceuticals. E.S.B. 13555/68.

Brazil
(224/68) Agency inquiry for commercial vehicles. E.S.B. 35545/68.
(225/68) Inquiry for printed tins. E.S.B. 41956/68.

Canada
(225/68) Agency inquiry for advertising; novelties calendars and greeting cards; chinaware and pottery; cosmetics and perfumes; cutlery and flatware; giftware; glassware; knitwear; wallets and billfolds. E.S.B. 41032/68.
(227/68) Agency inquiry for agricultural implements and equipment. E.S.B. 42010/68.
(227/68) Agency inquiry for mason's tools. E.S.B. 38706/68.
(228/68) Agency inquiry for knitted fabrics. E.S.B. 41514/68.
(224/68) Inquiry for steel pipes; coils and strappings. E.S.B. 33775/68.
(225/68) Inquiry for audio visual equipment; film transparencies and slides. E.S.B. 41489/68.
(226/68) Inquiry for candies; cellulose; glassware; soaps; sponges. E.S.B. 38213/68
(227/68) Inquiry for elevated platform machine. E.S.B. 41588/68.
(227/68) Inquiry for X-ray machine. E.S.B. 41781/68.
(228/68) Inquiry for copper and copper alloy tubes; non-ferrous tubing; carbon tubes; steel tubes. E.S.B. 42533/68.
(228/68) Inquiry for corset cloths. E.S.B. 42292/68.

Ceylon
(225/68) Agency inquiry for tarpaulin. E.S.B. 41586/68.
(228/68) Inquiry for incinerator. E.S.B. 42546/68.

Denmark
(225/68) Inquiry for swimming pools and equipment. E.S.B. 38818/68.

Fiji
(223/68) Agency inquiry for glassware. E.S.B. 39340/68.
(225/68) Agency inquiry for mosquito netting; suitings. E.S.B. 41655/68.

Finland
(223/68) Agency inquiry for bicycles and accessories; lawn mowers; motor-cycles and accessories; snow scooters. E.S.B. 41037/68
(223/68) Agency inquiry for nylon based film; steel wire rope. E.S.B. 41658/68.
(224/68) Agency inquiry for leather cloth. E.S.B. 41509/68.

France
(223/68) Agency inquiry for agricultural machinery; goods handling equipment. E.S.B. 41480/68.
(223/68) Agency inquiry for gloves; towels and towelling. E.S.B. 37209/68.
(223/68) Manufacture; under licence – illuminated signs. E.S.B. 41735/68.
(227/69) Inquiry for hose attachments – further information. E.S.B. 29712/68.

Germany, Federal Republic of
(223/68) Agency inquiry for fur caps; hats; suits and coats. E.S.B. 41528/68.
(223/68) Agency inquiry for knitwear; sportswear and leisure wear; ties and scarves; waterproof material. E.S.B. 41229/68.
(223/68) Agency inquiry for tinned foodstuffs. E.S.B. 41455/68.
(224/68) Agency inquiry for aluminium foil waste and aluminium powder; metal foil and metal powder; sheet metal. E.S.B. 41922/68.
(224/68) Agency inquiry for boating, sailing and camping equipment. E.S.B. 41510/68.
(224/68) Agency inquiry for heating armatures; high pressure valves and fittings; pressure regulators. E.S.B. 41525/68.
(225/68) Agency inquiry for baby articles; brush and comb sets; mattresses; mugs; oven-to-table ware; toys; vacuum flasks. E.S.B. 40399/68.
(225/68) Agency inquiry for photographic equipment. E.S.B. 41799/68.
(226/68) Agency inquiry for car accessories, cleaning products; hair curlers; novelties. E.S.B. 41547/68.
(226/68) Agency inquiry for conveying machinery and equipment. E.S.B. 41555/68.
(227/68) Agency inquiry for computer magnetic tapes and discs. E.S.B. 42260/68.
(227/68) Agency inquiry for greetings cards; toys; writing materials. E.S.B. 41576/68.
(227/68) Agency inquiry for spanners. E.S.B. 42020/68.
(228/68) Agency inquiry for plastic semi-finished articles and plate. E.S.B. 41478/68.
(224/68) Inquiry for meat. E.S.B. 41979/68.
(225/68) Inquiry for milling head units. E.S.B. 41960/68.
(226/68) Inquiry for game; poultry; vegetables. E.S.B. 42286/68.
(227/68) Inquiry for steel pipes. E.S.B. 42233/68.

Ghana
(223/68) Inquiry for knitting machines; textile dyeing machinery; yarns. E.S.B. 41741/68.

Guatemala
(224/68) Agency inquiry for pipe fittings; steel strip and slabs; welding sticks; tinplate; tiles; zinc. E.S.B 41723/68.
(223/68) Inquiry for tin. E.S.B. 41686/68.

Guyana
(226/68) Agency inquiry for foam bath and kitchen accessories; hair ornaments, nets, pins and brush sets; laundry accessories; paper accessories; polishes and shoe cleaners; sand paper and emery cloth; sewing thread; vacuum flasks. E.S.B. 24308/68.

Hong Kong
(224/68) Market report on medical supplies and equipment. E.S.B. 40396/68.
(228/68) Inquiry for stainless steel sheets. E.S.B 42506/68).

India
(225/68) Inquiry for manganese plates; steel plates. E.S.B. 41762/68.
(225/68) Industrial Development – further information. E.S.B. 32485/68.

Iraq
(223/68) Agency inquiry for piece-goods; suitings. E.S.B. 41742/68.
(224/68) Agency inquiry for agricultural machinery; photocopying and printing machines. E.S.B. 41917/68.
(224/68) Agency inquiry for bottles; cables and wires; cigarette machinery; cotton thread; paper; textile machinery; tin; tyres and tubes; water pipes; wireless sets. E.S.B. 37536/68.
(227/68) Agency inquiry for bicycles; cables; domestic gas and electric appliances; porcelain and glassware; safes; suitings. E.S.B. 36653 68.
225/68) Inquiry for industrial machinery. E.S.B. 42038/68.

Irish Republic
(224/68) Agency inquiry for disposable antimacassars and other disposable paper products; paper towels. E.S.B. 41579/68.

Israel
(223/68) Postal strike. C.R.E. 23986/G.
(224/68) Inquiry for chemical complex piping. E.S.B. 39325/68.

Italy
(223/68) Agency inquiry for acrilic fibres; cotton and synthetic wastes. E.S.B. 41543/68.
(225/68) Agency inquiry for elastic stockings; rubber gloves. E.S.B. 41656 68.
(227/68) Agency inquiry for mattress wool. E.S.B. 41572/68.
(225/68) Inquiry for antique and modern fire arms E.S.B. 41660/68.

Jamaica
(224/68) Inquiry for glass lampshades; plumbing fixtures and fittings. E.S.B. 41849/68.
(226/68) Inquiry for pipe insulations; water pumps. E.S.B. 41733/68.

Japan
(227/68) Trading with Japan. E.S.B. 8115/68.

Jordan
(224/68) Inquiry in respect of construction of airport. E.S.B. 41684/68.

Lebanon
(223/68) Agency inquiry for contractors' plant. E.S.B 41727/68.
(223/68) Agency inquiry for yarn. E.S.B. 41746/68.
(224/68) Agency inquiry for drawing tables and instruments; electronic teaching aids; meteorological instruments; projectors; surveyors' requisites. E.S.B. 41548/68.
(227/68) Agency inquiry for engine spare parts. E.S.B. 42046/68.
(223/68) Inquiry for cuff-links; men's clothing; suitings. E.S.B. 36607/68.

Libya
(226/68) Inquiry for dresses. E.S.B. 7191/68.

Malaysia
(227/68) Inquiry for haberdashery. E.S.B. 400691/68.

Mauritius
(224/68) Inquiry for surplus newspapers. E.S.B. 41798/68.
(227/68) Inquiry for plantation knives. E.S.B. 42023/68.
(227/68) Inquiry in respect of plumbing materials, fittings and equipment. E.S.B. 41593/68.

Mexico
(223/68) Inquiry for shirts. E.S.B. 41578/68.
(224/68) Manufacture under licence – agency inquiry for electrical measuring instruments; thermometers. E.S.B. 25284/68.

Morocco
(224/68) Inquiry for pharmaceutical raw materials. E.S.B. 41639/68.

New Zealand
(226/68) Agency inquiry for hydraulic cylinders; pumps and motors; valves. E.S.B. 39244/68.
(227/68) Agency inquiry for vegetable parchment. E.S.B. 42056/68.
(224/68) Inquiry for models and hobbyist equipment. E.S.B. 41659/68
(225/68) Inquiry for polypropylene carpet-backing fabrics E.S.B. 41608/68.
(227/68) Manufacture under licence – industrial stainless steel equipment. E.S.B. 42056/68.

Nigeria
(225/68) Inquiry for nylon and nylon mixture yarns; sock knitting machinery. E.S.B. 41254/68.

Norway
(223/68) Agency inquiry for jeans. E.S.B. 18352/68.
(226/68) Agency inquiry for dresses. E.S.B. 42214/68.

Pakistan
(224/68) Manufacture under licence – cosmetics. E.S.B. 40788/68.

Poland
(224/68) Inquiry for building production machinery and equipment; earth moving equipment; transport. E.S.B. 41908/68.

Portugal
(228/68) Agency inquiry for irrigation systems. E.S.B. 42561/68.

Puerto Rico
(224/68) Inquiry for steel bars. E.S.B. 41769/68.
(224/68) Inquiry for copper water tubing nails; plastic wood; stainless steel sinks; wire solder. E.S.B. 41669/68.
(225/68) Inquiry for steel rod. E.S.B. 41925/68.

Saudi Arabia
(227/68) Joint venture – earth moving machinery; maintenance. E.S.B. 41641/68.
(228/68) Inquiry for hospital supplies; surgical instruments and equipmendt. E.S.B. 42243/68.

Singapore
(223/68) Inquiry for flying clothing and accessories. E.S.B. 29085/68.

South Africa
(225/68) Tender regulations. C.R.E. 4951/G2.

Sweden
(223/68) Agency inquiry for fur coats. E.S.B. 41602/68.
(225/68) Agency inquiry for batteries; bulbs; radios. E.S.B. 28584/68.

Switzerland
(223/68) Agency inquiry for couch covers. E.S.B. 41585/68.
(223/68) Agency inquiry for foundation wear; underwear). E.S.B. 41450/68.
(224/68) Agency inquiry for artificial leather; cotton and synthetic fabrics; household linen; piece-goods. E.S.B. 41581/68.
(224/68) Agency inquiry for gloves; sterilizing equipment; surgical blades; syringes; towels. E.S.B. 41615/68.
(224/68) Manufacture under licence in Britain – protective over-trousers. E.S.B. 41596/68.
(225/68) Inquiry for bricks; glass; mirrors; partitioning; plastic roof covering and cupolas; shower cabinets; wardrobes. E.S.B. 42094/68.
(225/68) Inquiry for disinfectants; pumps. E.S.B. 42095/68.
(227/68) Inquiry for plastic sheet. E.S.B. 42278/68.
(227/68) Manufacture under licence – agency inquiry for electronic liquid control equipment. E.S.B. 42231/68.
(228/68) Inquiry for cranes. E.S.B. 10741/67.

Thailand
(224/68) Agency inquiry for clothing; haberdashery; pattern and fashion books; shoes; tailor's accessories; textiles. E.S.B. 33684/68.
(227/68) Agency inquiry for cabinet locks and handle/locks; paper egg trays. E.S.B. 23724/68.

Trinidad/Tobago
(224/68) Agency inquiry for chain. E.S.B. 41785/68.
(224/68) Agency inquiry for men's suitings dress and knitted fabrics shirtings. E.S.B. 41796/68.
(225/68) Agency inquiry for bedspreads; lace curtains; lace covers. E.S.B. 41797/68.
(225/68) Agency inquiry for laboratory apparatus and equipment. E.S.B. 40204/68.

(227/68) Agency inquiry for antibiotics; ethical and generic drugs; proprietary medicines. E.S.B. 42204/68.
(227/68) Agency inquiry for dress fabrics; furnishing fabrics. E.S.B. 41796/68.
(223/68) Inquiry for flanging machine. E.S.B. 41921/68.
(224/68) Inquiry for wire paper clips and hairpin machinery. E.S.B. 41082/68.
(226/68) Inquiry for brine processing machinery. E.S.B. 42255/68.
(228/68) Agency inquiry for spark plugs. E.S.B. 42255/68.

Tunisia
(225/68) Inquiry for educational equipment; microscopes. E.S.B. 41729/68.

Turkey
(224/68) Inquiry for catgut plant. E.S.B. 42006/68.
(225/68) Inquiry in respect of civil engineering consultancy. E.S.B. 41772/68.

Uganda
(224/68) Inquiry for carpentry and metal working tools; door furniture; hardware. E.S.B. 41726/68.

Upper Volta/USSR
(225/68) Trade Agreement. E.S.B. 1209/G.

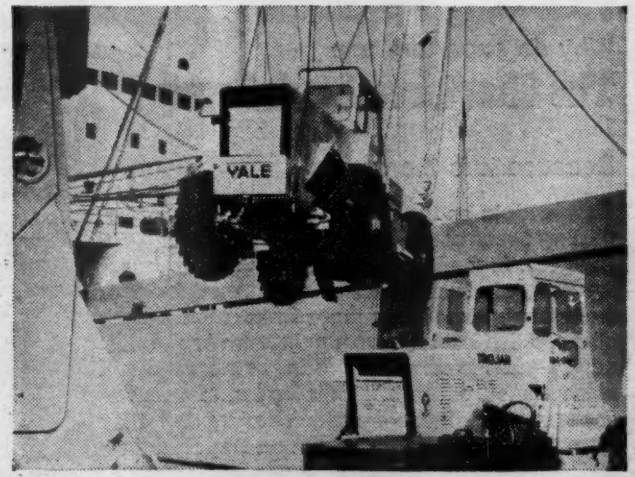
United States of America
(227/68) Agency inquiry for electrical equipment. E.S.B. 42032/68.
(228/68) Agency inquiry for hypodermic needle stocks. E.S.B. 41482/68.
(225/68) Inquiry for blade and whorl assemblies. E.S.B. 41728/68.
(226/68) Inquiry for brass door, window and cabinet hardware. E.S.B. 40281/68.
(227/68) Inquiry for brass water angle valves and fog nozzles; hand tools; water meters. E.S.B. 41711/68.
(227/68) Inquiry for period tableware reproductions. E.S.B. 39601/68.

USSR
(225/68) How to trade with the USSR – further information. C.R.E. 1647/G.

Venezuela
(223/68) Agency inquiry for chemical products. E.S.B. 40945/68.
(225/68) Agency inquiry for rubber latex. E.S.B. 14277/68.

Zambia
(223/68) Inquiry for ground-nut industry machinery. E.S.B. 41738/68.

†For further details of the 'Export Service Bulletin' see page 1422.



Loading one of the 49 British-built Yale model 134A tractor shovels recently purchased by the Argentine Ministry of Public Works aboard the ss Rio Dulce at Swansea Docks. The order, valued at £275,000, is the second biggest ever secured by the Yale Tractor Shovel Division of Eaton Yale and Towne at Wednesfield, Staffs. It was won in the face of strong international competition through Yale's agents in Buenos Aires. The machines, all of which are fitted with 1½ cu. yd. buckets and operators' cabs, will be used by the Ministry for general utility work and road maintenance in and around Buenos Aires.

Honeywell executives from Scandinavia at a new product 'teach-in' at Honeywell's headquarters in Brentford, Middlesex. Honeywell are launching a new solid state keyboard at the company's main United Kingdom manufacturing plant in Scotland and will supply to the United Kingdom and Scandinavian markets from this plant. Pictured are (right): G. Lindholm, manager of Honeywell's Swedish office, and (left) A. Nordin, area manager for the company in Copenhagen, learning the intricacies of the new keyboard from G. Dunachie. (Second left): special products manager for Honeywell's Micro Switch Division, who are launching the keyboard in the United Kingdom, while B. Carter, export manager for the Division, looks on.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the September 13 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page* 1324 *of November* 15 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

Visit to Antipodes and India

MR. G. M. WOLFE, chairman and managing director of Wolf Electric Tools (Holdings) Ltd., is currently visiting associates and subsidiaries in Australia, New Zealand and India. Overseas business is an important part of Wolf activity and the company believes in regular 'person to person' contact. There are manufacturing plants in Australia and India.

Overseas visits result in increased exports

EXPORTS of lift trucks and tractors have increased 100 per cent over the past three years, reports Wessex Industries (Poole) Ltd. The company attributes its success, in part, to visits by senior executives of the firm to some twelve countries during the past year in Europe, Africa, the Middle East and the Americas.

Visit to Bahrain

COL. DONALD MCMILLAN, chairman of the Cable and Wireless Group, is at present in Bahrain on a nine-day tour of the company's branches. He will also visit Doha and Dubai.

Col. McMillan recently returned from a two-week visit to the Caribbean during which he had Government talks at Trinidad and Barbados about future development of the territories overseas telecommunications.

'Eclipse' sales drive in Central America

MR. DON PARNELL, assistant export sales manager for South America for James Neill & Company (Sheffield) Limited, has left on a month's sales mission to Central America. During the tour he will call at Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica and Puerto Rico, to investigate market conditions, see agents and distributors and industrial users. He will also appoint agents and distributors for 'Eclipse' tools in several of the countries.

Mr. G. W. Ward, general sales manager, commented: 'This is an area where the individual markets are small, but collectively they form a substantial market with a combined population of some 14 millions. The countries in the Central American area are diversifying their economies and are developing their light industries. We have done good business with this area in the past and now, with our expanded activities, we look forward to increased business in the future.'

African visit

MR. A. W. ALLEN, managing director of Bush Boake Allen Ltd., is visiting the overseas divisions of the company in South Africa and Nigeria. This is one of a series of visits that Mr. Allen will be making to the many Bush Boake Allen companies throughout the world. Bush Boake Allen – a division of Albright & Wilson Ltd. – manufactures a wide range of products for the food, soft drinks, perfumery, cosmetics and pharmaceutical industries. They operate factories in many countries – including Australia, Canada, Ghana, India, Jamaica, Kenya, New Guinea, New Zealand, Nigeria, Rhodesia, South Africa and the United States.

Seven countries' visit

MR. J. N. ROBERTS, sales manager, of Preformed Line Products, Ltd., of Andover, Hants, is making a four weeks' visit to Portugal, Morocco, Senegal, Sierra Leone, Ivory Coast, Ghana and Nigeria. Purpose of the tour is to visit established agents, electrical and telecommunication authorities and where necessary to appoint agents.

Garden mower demonstration

MR. HOWARD OLIVER, chairman of Coverella Ltd., Southampton manufacturers of a new type of power lawnmower, is currently on a European tour, with four of his fellow directors. The trip was arranged following the receipt of a letter from a leading Paris store, Bazar le L'Hotel-de-Ville, which learned of the mower in a British magazine and wanted to be supplied with details.

Mr. Oliver and his directors decided to go one step better – to take a lorry-load of machines to Paris and demonstrate them to the store's marketing chiefs, and a leading power mower distributor who has expressed keen interest.

In February the company will be exhibiting at the International Household Goods and Hardware Fair in Cologne.

Tour results in orders

An order for eight single and tandem-axle semi-trailers in c.k.d. form has been placed by Burns and Blane, Ltd., Nairobi, with Highway Trailers (Great Britain) Ltd., Southampton, a member company of the Owen Organization. The trailers are specially designed for use in East Africa, the order resulting from an export tour of the country made earlier in the year by Mr. J. D. McGregor, managing director of Highway Trailers and Mr. Gordon S. Driver, group export sales director of the Owen Organization.

Sales promotion visit

CURRENTLY on a concentrated sales promotion, market research and fact finding tour of Europe and the Middle East, is Mr. David M. White, the newly appointed sales manager of Sanders & Forster Ltd., Stratford, London, E.15. During his tour, Mr. White will visit existing agents, investigate and appoint new agents in territories in which the company is not adequately represented, and follow-up some of the more promising sales 'leads'.

Mr. White will also provide information on the latest developments in the company's range of computer designed steel buildings. Among the places he will visit are Zurich, Istanbul, Tel Aviv, Benghazi, Valetta, Lisbon, Athens, Nicosia, Tripoli, Libya and Madrid.

Members of the first British Plastics Federation mission to Yugoslavia seen at London Airport before their departure for Belgrade. (Rear) Mr. M. J. B. Cloote, secretary to the mission, and Mr. J. E. Richardson, BP Chemicals (UK) Ltd. (leader of the mission). (Foreground, left to right) Mr. E. Gaspar, GKN Machinery Ltd., Peco Division; Mr. B. S. Boshell, Shell International; Mr. C. J. Sinclair, British Industrial Plastics Ltd., and Mr. R. F. Allen, Imperial Chemical Industries Ltd.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Language labs for Far East

APT Electronic Industries' subsidiary Cybernetic Developments Ltd., have received orders for Cybervox Language Laboratory equipment, valued at nearly £10,000 to be installed at the SEAMAC Institute in Singapore and the University of Hong Kong.

Pumps for Japan

Hayward Tyler & Co. Ltd., of Luton, a member of Stone-Platt Industries, has received a £54,000 order from Mitsubishi Shoji Kalsha, Japan, for 460 hp glandless motor pump units for circulation duties on a supercritical power station boiler. Delivery is scheduled for September 1969.

Aluminium mill for Belgium

Loewy Robertson Engineering Company Limited, Poole, Dorset (a member of the Davy-Ashmore Group), has received an order from SIDAL SA, Duffel, Belgium, for the conversion of an existing Loewy Robertson two-stand warm aluminium strip mill to a three-stand tandem mill. The order is valued at over £400,000.

New airport for Seychelles

The first civil and commercial airport in the Seychelles Islands in the Indian Ocean is to be established under a £3.4 million contract awarded to Costain Civil Engineering Limited. It will be constructed on Mahe Islands, principal island in the Seychelles, about ten miles from the capital, Victoria.

US aviation order

Smith Industries has recently received orders which brings the total number of Mach/ASIs ordered in the last two years by the Boeing Company of the United States to over 1,000 units. These orders are worth nearly £½ million.

First US order

The United States Federal Aviation Administration (FAA), of Washington DC, has placed a £35,000 order with Marconi Co. Ltd., for 'Autoplex' error correcting and multiplex equipment to protect long distance international aviation radio circuits between Honolulu, Hawaii, Wake and Samoa islands, and between Balboa, the Panama Canal zone and the Central and South American cities of Guayaquil, Lima and Bogota. This is the first time that Marconi has sold the fully-transistorized Autoplex equipment in America.

Steel piling orders

In the quarter ended September 30, The British Steel Piling Co. Ltd. and BSP-Calweld Ltd., received a £35,000 order for piling plant and earth boring machinery from India, in addition to plant orders from Australia, Bahamas, Bangkok, Canada, Denmark, Eire, France, Jamaica, Rumania, Singapore, South Africa, Spain, Sweden and Venezuela.

In the same period orders were received for Frodingham steel sheet piling from: Abu Dhabi, Bahamas, Canada, Dubai, Eire, Jamaica, Malawi, South Africa, Tanzania and the United States.

Electric power for Jordan hospital

When the new 600-bed Hussein Central Hospital for Jordan Forces opens in Amman in 1970, its sole source of electric power will be four 240 kV diesel generating sets made by the Paxman Engine Division of English Electric Diesels Limited. The order for the Paxman sets, including spares, is worth approximately £50,000.

Cold mills for Holland

Davy and United Engineering Company Limited, Sheffield (a member of the Davy-Ashmore Group) has received an order from Koninklijke Nederlandsche Hoogovens en Staalfabrieken NV, Holland to design and build an 87in. wide four-high five-stand tandem cold reduction mill and an 87in. wide four-high single-stand temper mill, complete with ancillary equipment and hydraulic and other systems. The contract is valued at about £2 million.

Montreal contract

The Power-Gas Corporation Limited (a member of the Davy-Ashmore Group), has ben awarded a contract to supply a gas oil hydrofiner to the BP refinery at Montreal, Canada. The contract covers the design, engineering, procurement, construction and project management activities.

Record year for exports

In the financial year 1967/68 Fisons' industrial chemicals exports exceeded £1 million for the first time, a gain of 20 per cent by value over the previous year – said Mr. T. James, managing director of Fisons Industrial Chemicals, part of Fisons Loughborough Division.

Switches for Holland

An export contract has been secured by the Stow Electronics Group of companies, Hastings, Sussex, for the supply of their Stolec standard range of thumbwheel switches to Elther NV, a medical electronics company in Hilversum, Holland.

Record exports

Exports of Dunlop industrial hose reached a record £1 million in the first nine months of 1968. This represents a 52 per cent increase over the corresponding period in 1967 when the value of exports from the Dunlop Hose Division's Gasteshead and Grimsby factories was £660,000, itself a record. It is expected that the total exports for 1968 as a whole will reach £1.5 million.

Site plant to be sold

A contract to dispose of the site preparation plant – originally valued at more than £250,000 – used in Phase 1 of the construction of the thermal power station near Port Dickson in Malaysia, has been won by George Cohen Machinery Ltd. The plant is being sold exclusively through Cohen's international marketing organization.

Transformers for New Zealand

The Transformer Division of Ferranti Ltd. has received a £100,000 order from the New Zealand Electricity Board for nine single-phase transformers. This brings the total of the Transformer Division's New Zealand orders received during the past year to approximately £500,000.

Wallpaper plant for South Korea

Timperley Engineering (WPM) Ltd., of Cheshire, manufacturers of wallpaper printing machinery, has won an £11,500 contract for the supply to South Korea of a twin ink and emboss machine. It will be supplied to the Dae Dong Paper Process Company of Pusan, South Korea, who have mainly produced surface printed papers.

Export orders for the company's plant and machinery have increased six-fold in five years, with 1968 proving a record year. Orders have been received from Spain, France, Canada, United States, New Zealand and Germany among other countries.

Some of the Yale shopfloor staff who worked round the clock for seven days to help the Yale Tractor Shovel Division of Eaton Yale and Towne win a £432,500 export order from the State Timber Board of the Burmese Government. This is the biggest order ever secured by the Division. A number of the model 204A tractor shovels are in the background.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1768/68 modifies **Regulation (CEE) No. 1306/68** which relates to the sale of butter from public stock (*Journal Officiel* No. L271 dated November 7, 1968).

SUGAR

Regulation (CEE) No. 1787/68 relates to the partial exemption from import levy of certain quantities of dried sugar beet intended for use by the brewing industry and in the manufacture of coffee substitutes. Full details of this Regulation may be obtained on application to the address given above. (*Journal Officiel* No. L273 dated November 9, 1968).

Regulation (CEE) No. 1788/68 modifies **Regulation (CEE) No. 457/68** which relates to the exporting of a surplus amount of sugar in Italy, so far as it concerns the quantity of sugar to be exported (*Journal Officiel* No. L273 dated November 9, 1968).

Regulation (CEE) No. 1789/68 fixes for Germany and the Netherlands, the quantities of sugar to be carried forward in the 1968/1969 sugar season (*Journal Officiel* No. L273 dated November 9, 1968).

Trade between Turkey and the EEC

AN ANNOUNCEMENT appeared in the *Board of Trade Journal* dated January 19, 1968, about **Regulation No. 973/67/CEE** (pages 204 and 205) which implemented, within the Community, certain provisions of the decision of the Council of Association between the European Economic Community and Turkey relating to the implementation of Article 6 of protocol No. 1 appended to the Ankara agreement, and in the *Board of Trade Journal* dated March 22, 1968 (page 937) about **Regulation (CEE) No. 253/68** which fixes the methods of application of an import system for fresh oranges, fresh clementines and mandarins, and fresh lemons originating in and coming from Turkey.

The *Journal Officiel des Communautés Européennes* No. L270 dated November 6, 1968, contains the text of two Regulations which amend the description of tariff item ex 08.02B appearing in Article 1, para. 1 of **Regulation 973/67/CEE** and in Article 1 of **Regulation (CEE) No. 253/68** to read:

ex 08.02B Mandarins and satsumas, fresh; clementines, tangerines and other similar citrus hybrids, fresh.

Regulation No. 973/67/CEE is amended by **Regulation (CEE) No. 1755/68** and **Regulation (CEE) No. 253/68** by **Regulation (CEE) No. 1756/68.**

The text of all the Regulations referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Market organization for live plants and products of the flower growing industry

THE *Board of Trade Journals* dated April 5, 1968, and July 19, 1968 (page 200) contained notices about the common organization of the market for live plants and products of the flower growing industry, which came into force on July 1, 1968.

The texts of the following Regulations which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes.* The French text of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations will be published by HMSO.

Regulation (CEE) No. 1767/68 which relates to the minimum price regime for exports to third countries of flowering bulbs, corms, tuberous roots and tubers (*Journal Officiel* No. L271 dated November 7, 1968).

Regulation (CEE) No. 1786/68 authorizes the member states to take derogatory measures in respect of certain criteria relating to standards of quality applicable to exports to third countries of flowering bulbs, corms, tubers and tuberous roots. The Regulation comes into effect on June 1, 1969 (*Journal Officiel* No. L2273, dated November 9, 1968).

Correction: Customs legislation in the EEC

THE *Board of Trade Journal* dated August 16, 1968 (pages 506-509) contained an unofficial translation of **Regulation (CEE) No. 803/68** on the valuation of goods for customs purposes. The text of this translation should be amended to read as follows:

Article 3, para 7c – 'Any person whose rights to the mark are limited in an agreement with any such person, as is referred to in (a) or (b) above.'

Article 10, para 1 – 'For purposes of the provisions of Article 9, the price paid or payable may be accepted where the date of the contract precedes by not more than six months the date specified in Article 5(a) or (b).'

(Continued on next page)

EC, *continued*

Temporary suspension of import duties in the common tariff

THE *Journal Officiel des Communautés Européennes* No. L270 dated November 6, 1968 contains the text of **Regulation (CEE) No. 1754/68** authorizing the temporary suspension of import duties on a number of items during the period November 8, 1968, to December 31, 1968. Details of these items are given below.

Common Customs Tariff No.	Description of goods	Rate at which suspended during period November 8, 1968, to December 31, 1968
41.06	Chamois dressed leather:	
	A. Sheepskin and lambskin leather, chamois-dressed, neither ground nor cut	Total suspension
	B. Other	Total suspension
41.07	Parchment-dressed leather	Total suspension
41.08	Patent leather and imitation patent leather; metallized leather	Total suspension
41.03	Sheep and lambskin leather except leather falling within heading No. 41.06, 41.07 or 41.08:	
	B. Other (i.e. excluding crossed Indian sheep, not further prepared than vegetable tanned, or if otherwise prepared, obviously unsuitable for immediate use in the manufacture of leather articles:	
	I. Not further prepared than tanned	Total suspension

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

FRANCE

Duty quota for seed potatoes

THE FRENCH *Journal Officiel* of November 6 announced that for the period from November 6, 1968, to June 30, 1969, the quota for seed potatoes (Tariff heading 07.01 AI a) has been fixed at 20,000 metric tons, of which

14,000 metric tons for early potatoes,

6,000 metric tons for floury potatoes (*variétés féculières*).

Conditions for admission under this quota are laid down by an order of August 12, 1958, relating to the import of potatoes, and an order of April 12, 1962, stating the general conditions of imports for quotas established in the customs tariff.

Authorizations will be valid for 30 days from the date of delivery, but will not, in any case, be valid after June 30, 1969.

Applications for imports must be set out as shown on the new form.

The full French text of this notice, together with a specimen form of application for authority to import, may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

ITALY

Compulsory licences for patents

A NEW LAW introducing a system of compulsory licences for patents came into operation in Italy on August 15. Under this law application for a compulsory licence to work a patented invention may be made on the grounds of the non-working or insufficient working of the patented invention. Such applications may not be made before the expiration of a period of four years from the date of the filing of the patent application or three years from the date of the grant of the patent, whichever period last expires. Where the invention is not worked or insufficiently worked within two years from the grant of the first compulsory licence, the patent will lapse.

A copy of the law in Italian is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2, and it is expected that an English translation will be available shortly.

IRISH REPUBLIC

Import quota: electric filament lamps

THE GOVERNMENT of the Irish Republic have announced the following quota under the Control of Imports Acts, 1934 to 1964, for the period December 1, 1968, to November 30, 1969:

Quota No.	Goods	Quota
31	Certain electric filament lamps	121,000 articles

SPAIN

Import duty suspension — soya beans

THE SPANISH AUTHORITIES have announced the extension of their import duty suspension on soya beans (Tariff heading 12.01B3) until December 31, 1968.

Import duty suspension — seed potatoes

THE SPANISH AUTHORITIES have announced the suspension of the import duty on seed potatoes (Tariff heading 07.01A6) until December 31, 1968.

Inquiries about the above Notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.2 (Tel. 01-248 5757, Ext. 460/462).

Minimum specific duty

THE SPANISH AUTHORITIES have announced the following minimum specific duties:

Tariff heading	Description	Transitory Duty Per cent	Definitive Duty Per cent
90.03	Frames and mountings, and parts thereof, for spectacles, pincenez, lorgnettes, goggles and the like:		
A	Of common metals, including those covered with precious metals by galvanic process, up to 1 micron thickness or 5 thousandths gilding, and 0·2 microns platinizing and their front-pieces or pair of rings	27 Minimum 30 Ptas Per unit	35 Minimum 37 Ptas unit
B	Of precious metals, and those coated or plated with these metals, and their front-pieces or pair of rings	27 Minimum 92 Ptas Per unit	35 Minimum 110 Ptas unit
C	Other material, including their front-pieces	27 Minimum 43 Ptas Per unit	35 Minimum 45 Ptas unit
D	Parts for frames and mountings	27	35
90.04	Spectacles (corrective, protective or other), pince-nez, lorgnettes, goggles and the like:		
A	With graduated or neural glasses, optical worked, or with organic glasses and frame of:		
	(1) Those mentioned in heading 90.03 A	27 Minimum 45 Ptas Per unit	35 Minimum 58 Ptas unit
	(2) Those mentioned in heading 90.03 B	27 Minimum 105 Ptas Per unit	35 Minimum 130 Ptas unit
	(3) Those mentioned in heading 90.03 C	27 Minimum 58 Ptas Per unit	35 Minimum 75 Ptas unit
B	With other glasses, curved, coquilles, etc., with frame of:		
	(1) Those mentioned in heading 90.03 A	27 Minimum 36 Ptas Per unit	35 Minimum 46 Ptas unit
	(2) Those mentioned in heading 90.03 B	27 Minimum 95 Ptas Per unit	35 Minimum 120 Ptas unit
	(3) Those mentioned in heading 90.03 C	27 Minimum 50 Ptas Per unit	35 Minimum 65 Ptas unit
C	Spectacles, protective for sports and industry (here are included the special spectacles made only for use in industry and sports, which fit at all points with flexible contacts held by elastic ribbons	27	35

Inquiries about the above Notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.2 (Tel. 01-248 5757, Ext. 460/462).

(*Continued on page* 1435)

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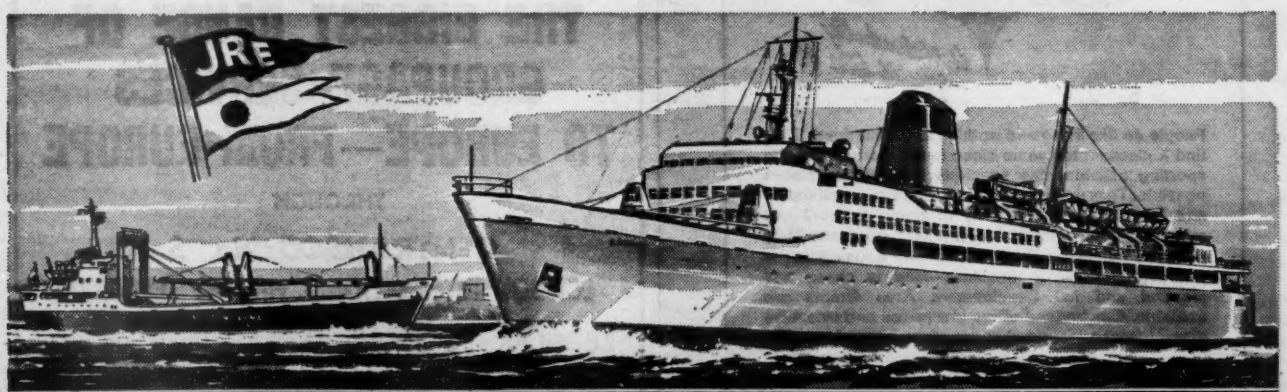

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Customs clearance regulations

THE SPANISH authorities have announced that the following items:

Tariff heading	Description
15.06	Liquid animal oils.
15.07 A 2 a 2	Crude ground-nut oil.
A 2 b 2	Refined ground-nut oil.
15.10	Fatty acids and acid oils from refining.

will be subject to chemical analysis before obtaining clearance through the Spanish Customs.

The rules for the application of the Order are as follows:

'Total or partial clearances from the silos or reservoirs of these kinds of merchandise will not be permitted without prior analysis by the Customs Laboratory. Fresh goods may not be stored in silos or reservoirs until they have been completely emptied of earlier stocks.' The operative date for this procedure was November 6.

Inquiries about the above notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.2 (Tel. 01-248 5757, Ext. 460/462).

MALTA

Tariff amendments: correction

IN LAST WEEK'S *Journal*, pages 1368 and 1369, the sub-headings of columns three and four for Malta, 'tariff amendments', were given in reversed order. Column three should read General, and column four Preferential.

IRAQ

Customs tariff amendment

THE FOLLOWING amendment has been made to the Iraqi Customs Tariff:

Item No.	Designation of goods	Unit	Rate of Duty ID.
87/02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87/09):		
	(a) For the transporting of personnel:		
	1. Designed for transporting 10 passengers or less, when weighing 1,750 kilogrammes or more . .	Value	150%
	2. Designed for transporting 10 passengers or less, when weighing less than 1,750 kilogrammes:		
	(a) Vehicles allotted by the Higher Supply Committee for the purposes of public transportation.	Value	70%
	(b) Other vehicles . . .	Value	125%
	3. Other vehicles . .	Value	50%
	(b) For the transportation of goods and materials (including tippers, e.g., vehicles which offload their cargo by turning it over):		
	1. Vehicles the design and body make-up of which helps to change them easily and turn them into vehicles for transporting passengers	Value	80%
	2. Other vehicles . . .	Value	40%

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

KUWAIT

Reminder about edible oils and fats regulations

THE MUNICIPALITY of Kuwait put a notice in the local publication *Al-Youm* on October 13 reminding foodstuff merchants of oil and fat regulations.

No oils or fats used for food should be imported, sold or offered for sale, unless they are packed in containers bearing the name of the factory or that of its proprietor, the address of the factory, the name of the plant from which the oil or fat is extracted, the net weight of the contents and its degree of goodness. If the oil is mixed, the containers should bear the words 'Mixed Oil', together with the proportions of the kinds of oils mixed.

His Highness the Ruler of Bahrain and its Dependencies, Sheikh Isa bin Sulman Al-Khalifa, at the formal opening of Isa Town, Bahrain, on November 13. The first phase of the construction of this new town has now been completed by George Wimpey and Co. Ltd.

SAUDI ARABIA

Prohibition of import of sweets in the form of cigarettes

THE SAUDI Ministry of Commerce and Industry announced recently in the local press that a Royal Order had been issued prohibiting the import of sweets manufactured in the form of cigarettes.

LEBANON

Seed potatoes

THE LEBANESE Ministry of Agriculture have issued regulations concerning the importation of seed potatoes for the 1968-69 early and late seasons.

The regulations specify details of the type, quality and quantity of seed potato that may be imported from certain countries (including the United Kingdom and Northern Ireland).

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357), quoting reference CRE 22983/G.

(*Continued on next page*)

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LEBANON, *continued*

New import surtax

A NEW SURTAX has been imposed on certain goods imported into the Lebanon.

In the case of cigarettes and other tobacco products, which are subject to a state-controlled monopoly system, this was introduced in the form of an increase in the prices of all imported and some locally manufactured goods. The surtax on the other items affected took the form of an increase in Customs duty (see below).

Customs tariff

The following amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description of goods	Basis for collection	Normal tariff
15.07	Fixed vegetable oils, fluid or solid, crude, refined, or purified:		
	(a) (No change).		
	(b) Other:		
22	1. Linseed oil	100 K. Gross	4,600 Piastres
	the duty not to be less than	Value	28%
23	2. Sunflower-seed oil	100 K. Gross	4,100 Piastres
	the duty not to be less than	Value	28%
24	3. Maize oil	100 K. Gross	4,300 Piastres
	the duty not to be less than	Value	28%
25	4. Soya-bean oil	100 K. Gross	4,300 Piastres
	the duty not to be less than	Value	28%
26	5. Cottonseed oil	100 K. Gross	4,300 Piastres
	the duty not to be less than	Value	28%
27	6. Ground-nut oil	100 K. Gross	4,100 Piastres
	the duty not to be less than	Value	28%
	7. } (No change).		
	8. }		
	9. Palm-kernel oil and coconut oil:		
32	(a) in containers weighing 5 Kg. and less, net	K. Gross	56 Piastres
	the duty not to be less than	Value	28%
33	(b) Other	100 K. Gross	4,100 Piastres
	the duty not to be less than	Value	28%
36	10. Palm oil	100 K. Gross	3,400 Piastres
	the duty not to be less than	Value	28%
	11. (No change).		
41	12. Other	100 K. Gross	5,100 Piastres
	the duty not to be less than	Value	28%
15.08	Animal and vegetable oils, boiled, oxidized, dehydrated, sulphurized, blown or polymerized by heat in vacuum or in inert gas, or otherwise modified:		
11	(a) Linseed oil, boiled, oxidized or with added driers	100 K. Gross	4,600 Piastres
	the duty not to be less than	Value	28%
21	(b) Other	Value	25%
15.12	Animal or vegetable oils and fats, wholly or partly hydrogenated, or solidified or hardened by any other process, whether or not refined, but not further prepared:		
	(a) (No change).		
21	(b) Other	100 K. Gross	5,600 Piastres
	the duty not to be less than	Value	28%
15.13	Margarine, imitation lard and other prepared edible fats:		
	(a) (No change).		
21	(b) Other	100 K. Gross	4,600 Piastres
	the duty not to be less than	Value	28%
22.09	Ethyl alcohol undenatured, of a strength of less than 80°, eaux-de-vie, liquors and other spirituous beverages; compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages:		
	(a) (No change).		
	(b) (No change).		
	(c) Whisky:		
32	1. Of an alcoholic strength of less than 50° put up for direct sale and in bottles or similar containers of a capacity not exceeding 5 litres (3) (4) (6)	Litre	800 Piastres
39	2. Other (3) (4)	Litre	3,200 Piastres
41	(d) Other (3) (4)	Value	75%
33.06	Perfumery, cosmetics and toilet preparations:		
11	(a) (No change).		
	(b) Other perfumed spirits (1) (2):		
	(b) Other perfumed spirits (1) (2):		
22	1. Perfumes	Litre	550 Piastres
	the duty not to be less than	Value	40%
25	2. Other (no change).		
42.02	Travel goods (for example, trunks, suitcases, hat-boxes, travelling bags, rucksacks), shopping-bags, hand-bags, satchels, brief-cases, wallets, purses, toilet-cases, tool-cases, tobacco pouches, sheaths, cases, boxes (for example, for arms, musical instruments, binoculars, jewellery, bottles, collars, footwear, brushes) and similar containers, of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric:		
11	(a) Of leather or composition leather	Value	40%
21	(b) Of fabric of natural silk or of man-made textile fibres	Value	50%
31	(c) Of artificial plastic sheeting	Value	40%
41	(d) Other	Value	30%
42.03	Articles of apparel and clothing accessories, of leather or of composition leather:		
11	(a) Gloves	Value	40%
21	(b) Other	Value	40%
58.01	Carpets, carpeting and rugs, knotted (made up or not):		
11	(a) Of silk or waste silk	Value	40%
21	(b) Of man-made fibres	Value	40%
	(Rest unchanged).		
58.02	Other carpets, carpeting, rugs, mats and matting, and 'Kelem,' 'Schumacs' and 'Karamanie' rugs and the like (made up or not):		
11	(a) 'Kelem,' 'Schumacs' and 'Karamanie' fabrics and the like	Value	25%
	(b) Carpets, carpeting and rugs of wool or fine animal hair:		
22	1. In rolls or not containing designs	Value	40%
29	2. Other	Value	25%
	(c) (No change).		
73.18	Tubes and pipes and blanks therefor, of iron or steel, excluding articles falling within heading 73.19:		
	(a) } No change).		
	(b) }		
31	(c) Tubes and pipes of iron or steel, straight welded, of circular section, unworked, or not further worked than tarred, painted or galvanized, from 11 mm. (inclusive) to 170 mm. (exclusive) in diameter	1,000 Km Gross	16,000 Piastres
	the duty not to be less than	Value	21%
41	(d) Other	Value	8%
85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus, radar apparatus and radio control apparatus:		
11	(a) Radio-broadcasting reception apparatus (including receivers incorporating a gramophone) (2)	Value	35%
	the duty not to be less than	Per set	7 pounds
	Reconstruction tax	Value	4%
21	(b) Television reception apparatus (1)	Value	35%
	the duty not to be less than	Per set	100 pounds
	Reconstruction tax	Value	4%
	(Rest unchanged).		
90.07	Photographic cameras: photographic flashlight apparatus:		
	(a) }		
	(b) } (No change).		
	(c) }		
	(d) }		
42	(e) Other	Value	30%
92.11	Gramophone, dictating machines and other sound recorders and reproducers, including record players and tape decks, with or without sound-heads; television image and sound recorders and reproducers, magnetic:		
11	(a) (No change).		
21	(b) Other	Value	35%
	Reconstruction tax	Value	4%

Inquiries about these notices should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

ZAMBIA

Changes in import licensing regulations

UNDER STATUTORY INSTRUMENT No. 403 of November 1, 1968, a new application form for an import licence has been prescribed. The new form requires more information than the previous form and licences will in future be issued for one consignment only. Exporters may find that they are being asked for certain information in advance of firm orders being placed (e.g. c.i.f. value and weight of consignments). Detailed routing instructions will also be entered on the application form by the Import Controller which must be complied with by the exporter.

Statutory Instrument No. 404 of November 1, 1968, a new open general import licence, was published in the *Board of Trade Journal* of November 15, pages 1369/70. It will be noted that the following items have been struck off the previous open general licence:

Motor spirit
Aviation turbine fuel
Illuminating paraffin
Automotive gas oil
Goods of East African origin
Goods imported via Dar es Salaam.

All the above now require specific import licences.

These changes in the regulations are mainly procedural and will concern Zambian importers rather than British exporters. The new procedure is not expected to cause any curtailment of imports, but has been devised with a view to a stricter control over imports at some time in the future.

Further information on the new procedure and guidance on Zambian import controls generally may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-237 5757, Ext. 468).

Patent, Trade Marks and Designs Offices

A PATENT OFFICE, a Trade Marks Office and a Designs Office were established in Zambia on September 2 and have been operational with effect from that date. All communications in respect of patents, trade marks and designs should be addressed to the Registrar of Patents, Trade Marks and Designs, PO Box 2075, Lusaka.

Copies of the relevant statutory instruments are available for consultation in the Chancery House Annex of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1968 (No. 8), published as Rhodesian Notice No. 856 on November 1, amends the Customs and Excise (Suspension) Regulations, 1968, to the following extent:

	Effective rate
First Schedule	
By the repeal of:	
Ex 260 Rubber tyres and tubes:	
(a) (v) Tyres, pneumatic, other, including the immediate wrapper and flaps:	
ex (L) Other:	
In sizes and marked 7 × 9, 18 × 7, 23 × 5, 23 × 7, 25 × 6, 27 × 6, 29 × 7, 29 × 8, 31 × 9, 20 × 4, 12½ × 2½, 14 × 2½, 20 × 2½, 16 × 3, 20 × 3, 18 × 4, 32 × 5, 33 × 5½, 11·00-12, 560-12, 700 × 12, 4·50-13, 155 × 15, 155 × 15-155 × 380, 4·50-15, 5·5 × 15, 820-15, 10·0 × 16, 7-17·5, 135 × 305, 135 × 330, 8·10 × 90, 1600-20, 2·75 × 21, 3·00 × 10, 2·00 × 20, 165-14 (165-355), 825-14, 855-14, 885-14, 700/760-15, 8·45-15, 8·85-15, 885/900-15, 9·15-15, 130 × 40, 3·00 × 14, 2·75 × 16, 185-14 (185-355) . . per lb.	£0 1s. 6d.
(b) (ii) Tubes, n.e.e., other:	
ex (L) Other:	
In sizes and marked 7 × 9, 18 × 7, 20 × 4, 23 × 5, 23 × 7, 25 × 6, 29 × 7, 29 × 8, 31 × 9, 12½ × 2½, 14 × 2½, 20 × 2½, 16 × 3, 20 × 3, 18 × 4, 32 × 5, 33 × 5½, 440 × 12, 700 × 12, 11·00-12, 4·50-13, 10·50-13, 670-14, 4·50-15, 155-15, 125 × 380, 135 × 380 (15), 145 × 380 (15), 125 × 380-135 × 380-145 × 380 (15), 135 × 305, 155-400, 8·10 × 9, 10·0 × 16, 2·75 × 21, 3·00 × 10, 2·75 × 16, D22Y, 1600-20/21, 130 × 40, 3·00 × 14. . . . . per lb.	£0 1s. 6d.
and the substitution, under the appropriate headings, of:	
Ex 260 Rubber tyres and tubes:	
(a) (v) Tyres, pneumatic, other, including the immediate wrapper and flaps:	
ex (L) Other:	
In sizes and marked 7 × 9, 18 × 7, 23 × 5, 23 × 7, 25 × 6, 27 × 6, 29 × 7, 29 × 8, 31 × 9, 20 × 4, 12½ × 2½, 14 × 2½, 20 × 2½, 16 × 3, 20 × 3, 18 × 4, 32 × 5, 33 × 5½, 11·00-12, 560-12, 700 × 12, 4·50-13, 155 × 15, 155 × 15-155 × 380, 4·50-15, 5·5 × 15, 820-15, 10·0 × 16, 7-17·5, 135 × 305, 135 × 330, 8·10 × 90, 1600-20, 2·75 × 21, 3·00 × 10, 2·00 × 20, 825-14, 855-14, 885-14, 700/760-15, 8·45-15, 8·85-15, 885/900-15, 9·15-15, 130 × 40, 3·00 × 14, 2·75 × 16, 185-14 (185-355) . . . . . per lb.	£0 1s. 6d.
(b) (ii) Tubes, n.e.e., other:	
ex (L) Other:	
In sizes and marked 7 × 9, 18 × 7, 20 × 4, 23 × 5, 23 × 7, 25 × 6, 29 × 7, 29 × 8, 31 × 9, 12½ × 2½, 14 × 2½, 20 × 2½, 16 × 3, 20 × 3, 18 × 4, 32 × 5, 33 × 5½, 700 × 12, 11·00-12, 4·50-13, 10·50-13, 4·50-15, 135 × 305, 155-400, 8·10 × 9, 10·0 × 16, 2·75 × 21, 3·00 × 10, 2·75 × 16, D22Y, 1600-20/21, 130 × 40, 3·00 × 14 per lb.	£0 1s. 6d.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

Customs tariff changes

THE CUSTOMS AND EXCISE (Tariff) (Amendment) Notice, 1968 (No. 9) published as Rhodesian Notice No. 858 on November 1 amends Part II of thes Rhodesian Customs Tariff to the extent shown in the following schedule:

Item	Duty
329. By the repeal of sub-paragraph (i) of paragraph (a) and the substitution of:	
(i) Wadding, gauze, wool, tape, tow, bandages and similar materials of textile, paper or plastic: impregnated with pharmaceutical substances or put up in retail packings for surgical or medical use; gauze incorporated an X-ray opaque thread or strip:	
(A) Wadding and wool, textile, not being impregnated with pharmaceutical substances . . . . . *ad val.*	5%
(B) Other	Free
329. By the repeal of paragraph (g) and the substitution of:	
(g) Other, including psychological aptitude testing apparatus used principally by the medical profession or under direct medical supervision, but not including construction materials suitable for amusement or toys; clinical masks, surgeons' rubber operating gloves and gloves of rubber or plastic packed in sterile containers marked to indicate medical use: but not including other wearing apparel, or cameras (except cameras incorporated in an instrument or appliance provided for in this item)	Free

(In this schedule, 'paragraph' and 'sub-paragraph' include the rates of duty relating thereto.

Note:

Trade between the United Kingdom and Rhodesia is severely restricted. The changes in the Rhodesian tariff listed above are published for information only.

MALAWI

Customs tariff amendments

MALAWI GOVERNMENT Notice No. 198 amends the customs tariff with effect from November 8 to the following extent:

By the deletion of all the material in columns 1 to 6 inclusive in respect of sub-heading No. 84.24.29 and the substitution therefor of the following:

BTN No. 1	Nomenclature 2	3	Effective rates 4	5	6
84.24.02	Single-furrow, mouldboard ploughs of weight not exceeding 120 lb. each	—	25%	20%	20%
84.24.99	Other (including parts of the goods of sub-heading No. 84.24.02) .	—	5%	Free	Free

Malawi Government Notice No. 199 amends the customs tariff with effect from November 8 to the following extent:

(a) by the deletion of all the material in columns 1 to 6 in respect of headings Nos. 02.02 and 02.03 and the substitution therefor of the following:

BTN No. 1	Nomenclature 2	3	Effective rates 4	5	6
(02.02. -02.13)	Dead poultry (that is to say fowls, ducks, geese, turkeys and guinea fowls) and edible offals thereof (except liver), fresh, chilled or frozen: Poultry liver, fresh, chilled, frozen, salted or in brine:				
02.02.01	Under duto-quota licence .	per lb.	£0 0s. 3d.	£0 0s. 3d.	£0 0s. 3d.
02.02.99	Other	per lb.	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 9d.

(b) in subheading Nos. 40.11.01 by the addition in Column 2 thereof after the word and figure 'Chapter 84' of a semi-colon followed by the words 'low-speed tyre cases of a kind suitable for farm carts and accepted as such by the Controller.' (Britain pays column 6 rate of duty).

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF Application List No. 48, published in the South African Government *Gazette* of November 15, contains applications to the Board of Trade and Industries for increase in duty on wheels used with pneumatic tyres classified under subheadings 87.06.57.90 and 87.14.45.90 and parts thereof, from 20 per cent *ad valorem* to 20 per cent *ad valorem* or 5c per lb whichever rate yields the higher amount in duty;

and reduction in the duty on infra red filament lamps from 30 per cent *ad valorem* (general) and 25 per cent *ad valorem* (United Kingdom) to 5 per cent *ad valorem* (general) and free (United Kingdom).

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274), quoting references CRE 2059/68 and 2058/68 respectively.

A Lancer 2500 series sideloader, equipped with hydraulically operated toplift attachment, unloading a 20ft. ISO ACT container during trials. The loader has been shipped to Australia and is the first of six such sideloaders ordered by ACT from Lancer Boss Ltd., of Leighton Buzzard, for use in Sydney, Fremantle and Adelaide.

INDIA

The Indian Patents and Designs (Amendment) Act, 1968

THE Indian Patents and Designs (Amendment) Act 1968 was passed by the Indian Parliament on August 31 and is deemed to have come into force on July 10, 1968. The Act continues the directions issued under Rule 47 of the Defence of India Rules 1962, which expired on July 9, by which action may be delayed on applications in respect of patents for defence purposes and for food, drugs and medicines. The Act is designed to maintain the powers of the Controller of Patents and the Central Government under the Defence of India Rules until a new Patents Bill is enacted.

A copy of the Act is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

MALAYSIA

Pioneer Industries

THE BOARD OF TRADE have been informed by cable that the Malaysian Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968.

Industries	Products
Manufacture of made-up textile goods, other than wearing apparel	Mosquito nets, mosquito netting material
Manufacture of hydraulic cement	White portland cement

This notice means that it has been represented to the Minister of Commerce and Industry that the development and establishment of these industries in Malaysia should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of fixed capital expenditure incurred, and up to eight years if they further qualify on grounds of (i) location in a development area; (ii) produce a priority product or establish a priority industry; (iii) achieve the required level of local content in production.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Commerce and Industry, Kuala Lumpur, before December 13, 1968 of his objections and of the grounds on which they are based.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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NEW ZEALAND

New Zealand/Australia free trade agreement

IN ACCORDANCE with the intention to take the necessary action, expressed in letters of August 31, 1965, exchanged between the Minister of Overseas Trade and the High Commissioner for Australia in New Zealand in association with the New Zealand-Australia Free Trade Agreement, the Minister has requested the New Zealand Tariff and development Board to consider and to report to him on any questions arising from the undertaking to eliminate the margins by which the rates of duty at present applicable to goods imported into New Zealand from Australia exceed those applicable to such goods when imported into New Zealand from any third country or territory other than the Cook Islands and Western Samoa or countries eligible for any concessional tariff treatment accorded to less developed countries.

Notice to this effect was given in the *New Zealand Gazette* on January 25, 1968, and in the *Board of Trade Journal* of February 9, by Tariff and Development Board Notice No. 61, wherein the Board listed the items to be considered initially and invited interested parties to make representations on any item or items affected.

The Tariff and Development Board has received representations regarding a number of the items listed in Notice No. 61, including the items enumerated in the Schedule to this Notice and accordingly proposes to conduct a public inquiry in respect of these latter items on the questions referred to it by the Minister.

In the course of the inquiry the Tariff and Development Board will have regard to representations made about any of the existing rates of duty on the goods concerned and about import licensing as affecting such goods.

For the purpose of taking evidence on this matter the Tariff and Development Board will hold a public inquiry in the Board Room, 1st Floor, NZ Law Society Building, 26 Waring Taylor Street, Wellington, commencing at 10.30 a.m. on February 11, 1969.

Any person who intends to tender evidence should comply with the 'Notes for Guidance of Witnesses', which have been prepared by the Tariff and Development Board. A copy of these Notes may be obtained from Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Twelve copies of typewritten statements of evidence to be tendered, compiled in accordance with these Notes, should be lodged with the undernamed not later than Tuesday, January 28, 1969. Each statement will need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made in the rate of import duty are likely to be in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The British Leather Goods Manufacturers' Association have been informed, and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 2025/1968.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1, of their intention.

Schedule

Tariff Item No.	Description	Present rates of Duty: British Preferential	Australia	Most Favoured Nation	General
	Travel goods (for example, trunks, suit-cases, hat-boxes, travelling-bags, rucksacks), shopping-bags, handbags, etc., of leather, of vulcanized fibre, of artificial plastic sheeting, of paper board or of textile fabric:				
42.02.01	Trunks, suit-cases, hat-boxes	30%	40%	..	60%
42.02.02	Handbags, purses	30%	40%	..	60%
42.02.09	Other	30%	40%	..	60%
	Articles of furskin:				
43.03.04	Handbags, purses and similar articles	30%	40%	..	60%

Tariff and Development Board Notice No. 7

Notice is hereby given that as a result of the withdrawal of the representations which led to the decision to conduct an inquiry on the various cooking, heating and other appliances listed in Schedule B to Tariff and Development Board Notice No. 68, the public inquiry notified in the *New Zealand Gazette* on Thursday, August 29, 1968, and the *Board of Trade Journal* of September 20, 1968, set down for Monday, November 4, 1968, was not held.

Tariff changes

DETAILS ARE given below of changes made in the New Zealand Tariff which came into effect on October 11, 1968:

Number	Description	Unit	Rates of Duty: British Preferential	Most Favoured Nation	General Tariff
50.09	Woven fabrics of silk or of waste silk other than noil: Containing sheep's or lambs' wool or fine animal hair: Containing man-made discontinuous fibres:				
50.09.11	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	Sq. yd.	30% Aul 32½% or†	47½% or†	60% or†
50.09.12	Per sq. yd.	Sq. yd.	45c. *less* 20% Aul 40c. *less* 20%	45c.	45c.
50.09.13	Other	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
50.09.14	Per sq. yd.	Sq. yd.	40c. *less* 20% Aul 40c. *less* 20%	40c.	40c.
50.09.15	Other kinds	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
50.09.16	Per sq. yd.	Sq. yd.	40c. *less* 20% Aul 40c. *less* 20%	40c.	40c.
50.09.17	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²	Sq. yd.	35% or†	50% or†	62½% or†
50.09.18	Per sq. yd.	Sq. yd.	50c. *less* 15%	50c.	50c.

(*Continued on next page*)

EXPORT *IMPORT*

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NEW ZEALAND, *continued*

Number	Description	Unit	Rates of Duty		
			British Preferential	Most Favoured Nation	General Tariff
50.09.21	Assembled by sewing, gumming or otherwise	Sq. yd.	22½%	42½%	55%
	Other kinds:				
50.09.22	Wholly of silk	Sq. yd.	Free	13½%	17½%
50.09.29	Other	Sq. yd.	Free	13½%	15%
50.10	Woven fabrics of noil silk:				
	Containing sheep's or lambs' wool or fine animal hair:				
	Containing man-made discontinuous fibres:				
50.10.11	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	Sq. yd.	30% Aul 32½% or† 45c. less 20% Aul 40c. less 20%	47½% or†	60% or†
50.10.12	Per sq. yd.	Sq. yd.		45c.	45c.
50.10.13	Other	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
50.10.14	Per sq. yd.	Sq. yd.	40c. less 20% Aul 40c. less 20%	40c.	40c.
50.10.15	Other kinds	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
50.10.16	Per sq. yd.	Sq. yd.	40c. less 20% Aul 40c. less 20%	40c.	40c.
50.10.17	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²	Sq. yd.	35% or† 50c. less 15%	50% or† 50c.	62½% or† 50c.
50.10.18	Per sq. yd.	Sq. yd.			
50.10.19	Assembled by sewing, gumming or otherwise	Sq. yd.	22½%	42½%	55%
	Other kinds:				
50.10.21	Wholly of noil silk	Sq. yd.	Free	13½%	17½%
50.10.29	Other	Sq. yd.	Free	13½%	15%
51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02:				
	Of synthetic fibres:				
	Containing sheep's or lambs wool or fine animal hair:				
	Containing man-made discontinuous fibres:				
51.04.21	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	Sq. yd.	30% Aul 32½% or† 45c. less 20% Aul 40c. less 20%	47½% or†	60% or†
51.04.22	Per sq. yd.	Sq. yd.		45c.	45c.
51.04.23	Other	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
51.04.24	Per sq. yd.	Sq. yd.	40c. less 20% Aul 40c. less 20%	40c.	40c.
51.04.25	Other kinds	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
51.04.26	Per sq. yd.	Sq. yd.	40c. less 20% Aul 40c. less 20%	40c.	40c.
51.04.27	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²	Sq. yd.	35% or†	50% or†	62½% or†
51.04.28	Per sq. yd.	Sq. yd.	50c. less 15%	50c.	50c.
51.04.29	Assembled by sewing, gumming or otherwise	Sq. yd.	22½%	42½%	55%
	Other kinds:				
	Nylon:				
51.04.41	Tyrecord fabrics	lb.	Free	15%	15%
51.04.42	Other	Sq. yd.	Free	..	15%
51.04.43	Polyester fabrics	Sq. yd.	Free	15%	15%
51.04.49	Other	Sq. yd.	Free	15%	15%
	Of regenerated fibres:				
	Containing sheep's or lambs' wool or fine animal hair:				
	Containing man-made discontinuous fibres:				
51.04.51	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	Sq. yd.	30% Aul 32½% or†	47½% or†	60% or†
51.04.52	Per sq. yd.	Sq. yd.	45c. less 20% Aul 40c. less 20%	45c.	45c.
51.04.53	Other	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
51.04.54	Per sq. yd.	Sq. yd.	40c. less 20% Aul 40c. less 20%	40c.	40c.
51.04.55	Other kinds	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
51.04.56	Per sq. yd.	Sq. yd.	40c. less 20% Aul 40c. less 20%	40c.	40c.
	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²				
51.04.57	Weighing less than 6 oz./yd.² and being the produce or manufacture of Australia	Sq. yd.	Aul Free	..	..
51.04.58	Other	Sq. yd.	35% or†	50% or†	62½% or†
51.04.59	Per sq. yd.	Sq. yd.	50c. less 15%	50c.	50c.
51.04.62	Assembled by sewing, gumming or otherwise	Sq. yd.	22½%	42½%	55%
	Other kinds:				
51.04.63	Linings	Sq. yd.	Free	13½%	15%
51.04.64	Tyrecord fabrics	lb.	Free	15%	15%
51.04.69	Other	Sq. yd.	Free	13½%	15%
53.11	Woven fabrics of sheep's or lambs' wool or of fine animal hair:				
53.11.01	Lining fabrics as may be approved by the Minister under such conditions as he may prescribe	Sq. yd.	Free	15%	17½%
53.11.02	Bunting	Sq. yd.	Free	..	15%
53.11.03	Felted:				
	As may be approved by the Minister and under such conditions as he may prescribe	Sq. yd.	Free	10%	12½%
53.11.04	Other	Sq. yd.	27½%	..	37½%
53.11.05	Union fabrics composed of wool and cotton, the current domestic value of which does not exceed that specified by the Minister, to be cut up and made into shirts, pyjamas, nightgowns or underclothing, under such conditions as the Minister may prescribe	Sq. yd.	Free	..	10%
	Other kinds:				
53.11.12	Containing man-made discontinuous fibres but containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	Sq. yd.	30% Aul 32½% or†	47½% or†	60% or†
53.11.13	Per sq. yd.	Sq. yd.	45c. less 20% Aul 40c. less 20%	45c.	45c.
	Other:				
	Exceeding 12 oz./yd.²:				
53.11.14	Worsted	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
53.11.15	Per sq. yd.	Sq. yd.	40c. less 20% Aul 40c. less 20%	40c.	40c.

(*Continued on page* 1442)

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NEW ZEALAND, *continued*

Number	Description	Unit	Rates of Duty		
			British Preferential	Most Favoured Nation	General Tariff
53.11.16	Tweed . . .	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
53.11.17	Per sq. yd.	Sq. yd.	40c. *less* 20% Aul 40c. *less* 20%	40c.	40c.
53.11.26	Collar check and horse cover linings . .	Sq. yd.	25%	..	35%
53.11.27	Other . . .	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
53.11.28	Per sq. yd.	Sq. yd.	40c. *less* 20% Aul 40c. *less* 20%	40c.	40c.
53.11.31	Not exceeding 12 oz./yd.[2] Worsted . .	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
53.11.32	Per sq. yd.	Sq. yd.	40c. *less* 20% Aul 40c. *less* 20%	40c.	40c.
53.11.33	Tweed . . .	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
53.11.34	Per sq. yd.	Sq. yd.	40c. *less* 20% Aul 40c. *less* 20%	40c.	40c.
53.11.35	Other . . .	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
53.11.39	Per sq. yd.	Sq. yd.	40c. *less* 20% Aul 40c. *less* 20%	40c.	40c.
54.05	Woven fabrics of flax or of ramie:				
	Containing sheep's or lambs' wool or fine animal hair:				
	Containing man-made discontinuous fibres:				
54.05.11	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair . .	Sq. yd.	30% Aul 32½% or†	47½% or†	60% or†
54.05.12	Per sq. yd.	Sq. yd.	45c. *less* 20% Aul 40c. *less* 20%	45c.	45c.
54.05.13	Other	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
54.05.14	Per sq. yd.	Sq. yd.	40c. *less* 20% Aul 40c. *less* 20%	40c.	40c.
54.05.15	Other kinds . . .	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
54.05.16	Per sq. yd.	Sq. yd.	40c. *less* 20% Aul 40c. *less* 20%	40c.	40c.
54.05.17	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.[2] .	Sq. yd.	35% or†	50% or†	62½% or†
54.05.18	Per sq. yd.	Sq. yd.	50c. *less* 15%	50c.	50c.
54.05.19	Assembled by sewing, gumming, or otherwise . .	Sq. yd.	22½%	42½%	55%
	Other kinds:				
54.05.21	Canvas and duck . .	Sq. yd.	Free	..	15%
54.05.22	Tea towelling . . .	Sq. yd.	Free	..	15%
54.05.29	Other	Sq. yd.	Free	..	15%
55.09	Other woven fabrics of cotton:				
	Unbleached, not mercerized:				
	Containing sheep's or lambs' wool or fine animal hair:				
	Containing man-made discontinuous fibres:				
55.09.01	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair . . .	Sq. yd.	30% Aul 32½% or†	47½% or†	60% or†
55.09.02	Per sq. yd.	Sq. yd.	45c. *less* 20% Aul 40c. *less* 20%	45c.	45c.
55.09.03	Other . . .	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
55.09.04	Per sq. yd.	Sq. yd.	40c. *less* 20% Aul 40c. *less* 20%	40c.	40c.
55.09.05	Other kinds . .	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
55.09.06	Per sq. yd.	Sq. yd.	40c. *less* 20% Aul 40c. *less* 20%	40c.	40c.
55.09.07	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.[2] . . .	Sq. yd.	35% Aul Free or†	50% or†	62½% or†
55.09.08	Per sq. yd.	Sq. yd.	50c. *less* 15% Aul Free	50c.	50c.
	Other kinds:				
55.09.15	Calico, pillow cotton, bed sheeting . .	Sq. yd.	Free	..	15%
55.09.16	Flannelette . . .	Sq. yd.	Free	..	15%
55.09.19	Other	Sq. yd.	Free	15%	15%
55.09.21	Union fabrics composed of cotton and wool, the current domestic value of which does not exceed that specified by the Minister, to be cut up and made into shirts, pyjamas, nightgowns or underclothing, under such conditions as the Minister may prescribe	Sq. yd.	Free	..	10%
	Other:				
	Containing sheep's or lambs' wool or fine animal hair:				
	Containing man-made discontinuous fibres:				
55.09.24	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair . . .	Sq. yd.	30% Aul 32½% or†	47½% or†	60% or†
55.09.25	Per sq. yd.	Sq. yd.	45c. *less* 20% Aul 40c. *less* 20%	45c.	45c.
55.09.26	Other . . .	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
55.09.31	Per sq. yd.	Sq. yd.	40c. *less* 20% Aul 40c. *less* 20%	40c.	40c.
55.09.32	Other kinds . .	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
55.09.33	Per sq. yd.	Sq. yd.	40c. *less* 20% Aul 40c. *less* 20%	40c.	40c.
	Containing man-made discontinuous fibres and weighing more 5½ oz. yd.[2]				
55.09.38	Weighing less than 6 oz. yd.[2] and being the produce or manufacture of Australia, the following: canvas and duck; fabrics suitable for the manufacture of apparel; furnishing fabrics and fabrics for household use, bleached . .	Sq. yd.	Aul Free	..	..
55.09.39	Other . . .	Sq. yd.	35% or†	50% or†	62½% or†
55.09.41	Per sq. yd.	Sq. yd.	50c. *less* 15%	50c.	50c.
55.09.42	Assembled by sewing, gumming or otherwise	Sq. yd.	22½%	42½%	55%
	Other kinds:				
55.09.43	Tyrecord fabrics .	lb.	Free	15%	15%
55.09.51	Handkerchief fabric in the piece . .	Sq. yd.	Free	..	15%
55.09.52	Canvas and duck .	Sq. yd.	Free	..	15%
	Fabrics suitable for the manufacture of apparel:				
	Flannelette, winceyette, diaper cloth:				
	Wholly of cotton or wholly of cotton and linen:				
55.09.53	Bleached . .	Sq. yd.	Free	..	15%
55.09.61	Dyed . .	Sq. yd.	Free	14%	15%
55.09.62	Printed . .	Sq. yd.	Free	14%	15%
	Other than wholly of cotton or wholly of cotton and linen:				
55.09.63	Bleached . .	Sq. yd.	Free	..	15%
55.09.72	Dyed . .	Sq. yd.	Free	13½%	15%
55.09.73	Printed . .	Sq. yd.	Free	13½%	15%
	Other kinds				
	Wholly of cotton or wholly of cotton and linen:				
55.09.74	Bleached . .	Sq. yd.	Free	14%	15%
55.09.75	Dyed . .	Sq. yd.	Free	14%	15%

(*Continued on next page*)

Number	Description	Unit	Rates of Duty		
			British Preferential	Most Favoured Nation	General Tariff
55.09.76	Printed . .	Sq. yd.	Free	14%	15%
	Other than wholly of cotton or wholly of cotton and linen:				
55.09.77	Bleached . .	Sq. yd.	Free	13½%	15%
55.09.78	Dyed . .	Sq. yd.	Free	13½%	15%
55.09.81	Printed . .	Sq. yd.	Free	13½%	15%
	Furnishing fabrics and fabrics for household use:				
	Wholly of cotton or wholly of cotton and linen:				
55.09.82	Bleached . .	Sq. yd.	Free	14%	15%
55.09.83	Dyed . . .	Sq. yd.	Free	14%	15%
55.09.84	Printed . .	Sq. yd.	Free	14%	15%
	Other than wholly of cotton or wholly of cotton and linen:				
55.09.85	Bleached . .	Sq. yd.	Free	13½%	15%
55.09.86	Dyed . . .	Sq. yd.	Free	13½%	15%
55.09.87	Printed . .	Sq. yd.	Free	13½%	15%
	Other:				
55.09.88	Wholly of cotton or wholly of cotton and linen . .	Sq. yd.	Free	14%	15%
55.09.89	Other than wholly of cotton or wholly of cotton and linen	Sq. yd.	Free	13½%	15%
56.07	Woven fabrics of man-made fibres (discontinuous or waste):				
	Of synthetic fibres:				
	Containing sheep's or lamb's wool or fine animal hair:				
56.07.17	Containing less than 30% by weight of sheep's or lamb's wool or fine animal hair . .	Sq. yd.	30% Aul 32½% or†	47½% or†	60% or†
56.07.18	Per sq. yd.	Sq. yd.	45c. less 20% Aul 40c. less 20%	45c.	45c.
56.07.24	Other	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
56.07.25	Per sq. yd.	Sq. yd.	40c. less 20% Aul 40c. less 20%	40c.	40c.
	Not containing sheep's or lamb's wool or fine animal hair:				
56.07.26	Weighing more than 5½ oz./yd.[3] . . .	Sq. yd.	35% or†	50% or†	62½% †or
56.07.27	Per sq. yd.	Sq. yd.	50c. less 15%	50c.	50c.
	Weighing not more than 5½ oz./yd.[3]				
56.07.28	Assembled by sewing, gumming or otherwise . . .	Sq. yd.	22½%	42½%	55%
56.07.37	Tickings . . .	Sq. yd.	Free	13½%	20%
	Other kinds:				
	Nylon:				
56.07.38	Tyrecord fabrics .	lb.	Free	15%	15%
56.07.44	Other . . .	Sq. yd.	Free	..	15%
56.07.45	Polyester fabrics .	Sq. yd.	Free	15%	15%
56.07.48	Other . . .	Sq. yd.	Free	15%	15%
	Of regenerated fibres:				
	Containing sheep's or lamb's wool or fine animal hair:				
56.07.51	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair . .	Sq. yd.	30% Aul 32½% or†	47½% or†	60% or†
56.07.52	Per sq. yd.	Sq. yd.	45c. less 20% Aul 40c. less 20%	45c.	45c.
56.07.53	Other	Sq. yd.	25% Aul 32½% or†	45% or†	57½% or†
56.07.54	Per sq. yd.	Sq. yd.	40c. less 20% Aul 40c. less 20%	40c.	40c.
	Not containing sheep's or lamb's wool or fine animal hair:				
56.07.55	Weighing more than 5½ oz./yd.[3] . . .	Sq. yd.	35% or†	50% or†	62½% or†
56.07.56	Per sq. yd.	Sq. yd.	50c. less 15%	50c.	50c.
	Weighing not more than 5½ oz./yd.[3]				
56.07.57	Assembled by sewing, gumming or otherwise . . .	Sq. yd.	22½%	42½%	55%
56.07.58	Tickings . . .	Sq. yd.	Free	15%	20%
	Other kinds:				
56.07.61	Linings . .	Sq. yd.	Free	..	15%
56.07.62	Tyrecord fabrics .	lb.	Free	15%	15%
56.07.63	Fabrics suited for meat wrapping as may be approved by the Minister and under such conditions as he may prescribe .	lb.	Free	..	Free
56.07.69	Other	Sq. yd.	Free	..	15%

†Where alternative rates are shown the rate chargeable is that which returns the higher duty.

Emergency protection authority

THE NEW ZEALAND Minister of Industry and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods: expanded metal of iron or steel (Tariff Item 73.28.00), of copper (Tariff Item 24.12.00), and of aluminium (Tariff Item 76.14.00); and smoking pipes (Tariff Item 98.11.01).

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff item	Goods	Unit	British Preferential	Most Favoured Nation	General
73.28.00	Expanded metal of iron or steel .	Cwt.	Free	10%	12½%
74.12.00	Expanded metal of copper .	Cwt.	Free	10%	12½%
76.14.00	Expanded metal of aluminium ..	Cwt.	Free	10%	12½%
98.11.01	Smoking pipes . . .	Doz.	22½% Australia 18%	37½%	65%

The Emergency Protection Authority is required to report by December 14, 1968.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 34548/G.

Customs tariff inquiry

FOLLOWING THE receipt by the Minister of Industries and Commerce in New Zealand of a report from the New Zealand Emergency Protection Authority, the importation of hair clippers with self-contained electric motors and parts thereof has been temporarily restricted.

The Minister of Industries and Commerce has referred to the New Zealand Tariff and Development Board for inquiry and report, the question whether any new or increased duty is necessary in respect of the goods concerned.

The goods in question are classified in the tariff item below:

Tariff item	Description	Rates of Duty		
		British Preferential	Most Favoured Nation	General
85.07.18	Hairclippers with self-contained electric motor	35%	55%	75%
85.07.19	Parts	35%	55%	75%

The public inquiry will take place in Wellington on February 25, 1969, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. P. A. T. Abrahams, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than February 11, 1969. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development

(Continued on next page)

NEW ZEALAND, *continued*

Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The British Electrical and Allied Manufacturers' Association have been informed, and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 2043/1968.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

VENEZUELA

Changes in import duties and licensing requirements

HM EMBASSY at Caracas report that a Government Resolution published on October 30, 1968, imposes import licensing restrictions or increased duties on various parts or components. Details are as follows:

Tariff No.	Description	Duty Bolivares Per Kilo Gross
721.07.01	Sparking plugs for internal combustion engines (including their components, of any material):	
721.07.01-1	Sparking or heating plugs (4)	0·001
721.07.01-8	Metal parts for sparking plugs (4)	0·05
721.07.01-9	Ceramic parts for sparking plugs	25·00
721.07.02	Assembled electric horns and their parts and components (4)	0·05
721.07.04	Assembled ignition coils and their parts and components (4)	0·05
721.07.05	Assembled voltage regulators and their parts and components (4)	0·05

(4) Prior import licence required from Ministry of Development.

The changes came into force on October 31, 1968, except for consignments with shipping or consular invoices bearing a date prior to October 30, 1968.

A resolution published on November 6, 1968, introduces a new tariff heading 512-09-06-15 (phthalic acids and anhydrides) with a duty of 2.00 bolivares per kilo gross.

CHILE

Modifications to permitted import list

THE FOLLOWING MODIFICATIONS were made recently to the Chilean Permitted Import List.

Page	Item No.		Percentage of prior deposit
12	12.10	Insert new heading: Mangolds, swedes, fodder roots; hay, lucerne, clover, sainfoin, forage kale, lupines, vetches and similar forage products: Dehydrated alfalfa – pelleted	10,000
32	28.42	Potassium carbonate	10
53	31.02	Insert new sub-heading: Ammonium nitrate for agricultural use	10,000
179	85.20	Insert new sub-heading: Fancy lamps	100
9	09.10	Alter sub-heading to read: Ginger root (race)	50

URUGUAY

Modifications to Code of Merchandise

THE URUGUAYAN GOVERNMENT has issued Decree No. 517/968 approving the following additions, modifications and deletions to the Code of Merchandise:

Article 1. Additions

Sub group	Commodity	Surcharge %	Average c.i.f. price
—	VHF communications, receiving-transmitting and amplifying equipment	90	—
—	Bixa or anotta	10	—
—	Electrostatic photocopying machines, their parts and spares	60	—
—	Prongs for harrows	60	—
—	Unprinted paper cuttings for the manufacture of paper (1)	90	—
—	The following bicycle spare parts:	90	—
	Spokes and nipples – diameters from 1·8 to 3 mm. and lengths up to 310mm.		
	Mudguards and mudguard supports		
	Forks and their parts except fork crowns		
	Handlebars, handlebar supports and feeds except stems		
	Complete frames and their parts except stems		US $2·10 per kilo
	Wheel rims:		
	(a) of aluminium		US $1·90 per kilo
	(b) aluminium tubular wheel rims		US $2·60 per kilo
	(c) iron wheel rims		US $1·25 per kilo
	Wing nuts		

(1) The Bank of the Republic will only apply the minimum surcharge on this product when it is imported by firms having complete installations for the manufacture of paper. For this purpose the Bank will demand a certificate provided by the Department of Industries of the Ministry of Industry and Commerce.

Article 2. Modifications of surcharges

Sub group	Commodity	Surcharge %	Previous surcharge %
45.018	Razors, their parts and accessories	60	150
—	Ferrite cores	10	90
43.136	Plush made from artificial silk mixed with other textile fibres except wool and/or nylon, suitable for the manufacture of toys	90	60
43.142	Folded filter paper suitable for the manufacture of filters for lubricants and fuels of the following specifications: Impregnated with 15 to 20% resin, 130 to 150 grammes per square metre, between 0·4 and 0·6 mm. in thickness, height of pleat 10 to 35 mm. and a minimum length of 1 metre	10	60

Article 3. Modifications to descriptions

Sub group	Commodity	Surcharge %	Average c.i.f. price
36.124	Electric lamps of up to 3 W *Should now read:*	60	—
36.124	Electric lamps of up to 3 W except those for motor vehicles	60	—
40.170	Rayon rods for filters of marking pencils *Should now read:*	10	—
40.170	Synthetic monofilament rods for filters of marking pencils	10	—
41.276	Circular discs and blades, toothed or not, of less than 28 in. diameter for ploughs, harrows and seeders *Should now read:*	90	US $0·65
41.276	Circular discs and blades, toothed or not, of less than 32 in. diameter for ploughs, harrows and seeders	90	US $0·65

Article 4. Deletions

Bicycle frames
Bicycle wheel rims
Wing nuts
Spares and accessories for radio and television
33.018b Ferrite cores

Article 5. Delete the following radio and television valves from Sub-Group 33.045;
6A7, 6A8G, 6A8GT, 6K7G, 6K7GT, 6K8GT, 6L6G, 12A8GT, 12K7GT, 42, 6F6, 6F6G.

Article 6

Lubricating oils and greases imported in metal containers (other than those of tinplate) with a capacity of over 18 litres, will not be subject to the additional surcharge established by Decree in

(Continued on next page)

September 1966 (see *Board of Trade Journal*, of November 11, 1966) on lubricating oils and greases, of 150 per cent assessed on 10 per cent of the gross weight and on an average c.i.f. price of US$2 per kilogram.

Article 7

Anionic and cationic synthetic surface-active agents and their mixtures with non-ionic agents may be imported free of surcharge (currently 150 per cent c.i.f.) when they are intended solely for the manufacture of agricultural and livestock pesticides, provided they do not compete with local products. Prior authority is needed from the Ministry of Agriculture and Livestock and the Ministry of Industry and Commerce.

Exemptions from prior deposits

DETAILS of Uruguayan import quotas for goods exempted from prior deposit requirements for the six months ending September 30, 1968, were published in the *Board of Trade Journal* on May 10, 1968 (page 1481). Similar quotas for the three months ending December 31, 1968 have been established by Uruguayan Central Bank Circular No. 93. The quotas are calculated on the basis of an importer's previous trade in similar products. Details are as follows:

Surcharge	Deposit	Deposit for LAFTA goods
Nil	150%	105%
10%	150%	105%
60%	300%	210%
90%	300%	210%
150%	400%	280%
225%	400%	280%
300%	400%	280%

For products free of surcharge or subject to a surcharge of 10% — 60% of his deposit-free imports during the period April 1 to September 30, 1968

For products subject to a surcharge of 60% or more — 50% of his deposit-free imports during the period April 1 to September 30, 1968

Capital goods are subject to a deposit of 225 per cent (155 per cent for LAFTA goods) unless specifically exempted by the Advisory Commission.

Imports by State Entities are exempted from the payment of deposits.

PERU

Development law for the agricultural/fisheries sector: Correction

THE FIRST LINE of an item relating to the Peruvian development law for the agricultural/fisheries sector, which appeared on page 1374 of the *Journal* of November 15, should have read: 'The Board of Trade has received a copy of the regulations under . . .'

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST of Exceptions to the Trinidad and Tobago Open General Licence has been further amended:

(i) by the addition of the following new items:

552-03.071 . . . . Scouring powders;
899-13.01 . . . . Paint brushes, and

(ii) by the deletion of items 732-06.01 (Motor vehicle radiators) and 899-99.09 (Zippers) and the substitution therefor of the following:

Various customs item numbers . Radiators for all motor vehicles (including tractors);
899-99.09 . . . . . Side fasteners, i.e Zippers.

The Trinidad and Tobago Ministry of Industry and Commerce have also announced that it is proposed to allocate quotas for the importation of 'paint brushes' classified under item 899-13.01 above and that until further notice, the following policy will apply with regard to the respective items listed below:

Towels and towelling

As 'terry towels' and 'towelling' are now being produced in Trinidad and Tobago in a variety of designs and colours, up to a width of 70 inches and of any length required, further import licences will not normally be issued for these items; save that for a short period, applications to import 'towel gift sets' in very limited quantities will be considered on a case by case basis.

However, until further notice, licences will be issued for the importation of reasonable quantities of 'tea towels' and 'kitchen towels' (not manufactured by the pile of terry weave) up to a maximum value of TT$3.12* c.i.f. per dozen, provided the items are adequately described (as indicated above) on relative indents and on condition that such description shall be included on corresponding invoices as well. (*TT$4.80 – £1stg.)

Motor cars

Licences will not normally be granted for the importation of motor cars, except in very special cases.

This restriction will not apply to motor cars imported in a completely knocked-down condition.

Cosmetics

While import licences are still being granted for limited quantities of certain (mainly high-priced) types of cosmetics, from the beginning of 1969 it is proposed to cease granting such licences, except in very special cases.

Note:

These restrictions will not affect goods of Caribbean Free Trade Association (CARIFTA) area origin. Notices about the establishment of CARIFTA have appeared in the *Board of Trade Journal* of January 4 and September 16, 1966 and August 2, 1968, pages 90, 708 and 578 respectively.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

CANADA

Customs tariff amendments

THE CANADIAN GOVERNMENT have issued an Order in Council P.C. 1968 – 2080 dated November 7, 1968, making certain changes in the Canadian Customs Tariff as listed below.

Tariff item		Rate of duty
	Meats, fresh, n.o.p.:	
704-1	Pork . . . . . per pound (Applicable November 6, 1968, to December 31, 1968)	0·95 ct.
	Meats, prepared or preserved, other than canned:	
1002-1	N.o.p. . . . . per pound (Applicable November 6, 1968, to December 31, 1969)	1·4 cts.
1300-1	Lard and animal stearine of all kinds, n.o.p. . . . per pound (Applicable November 6, 1968, to December 31, 1969)	1·30 cts.
1305-1	Lard compound and similar substances, n.o.p. . . . per pound (Applicable November 6, 1968, to December 31, 1969)	1·30 cts.
	Feeds, n.o.p., for animals and poultry, and ingredients for use therein, n.o.p.:	
6921-1	Other than those specified in tariff items 6922-1 to 6930-1 as set out in the Customs Tariff Resolutions tabled in the House of Commons on October 22, 1968 . . . . . (Applicable November 6, 1968, to December 31, 1969)	11%
6928-1	By-products obtained from the milling of grains; mixed feeds, and mixed-feed ingredients . (Applicable November 6, 1968, to December 31, 1969)	11%
	Clover seed, including alfalfa seed:	
7111-1	Other than white (ladino), sweet, and common white (white Dutch) . . . . . per pound (Applicable November 6, 1968, to December 31, 1969)	0·8 ct.

UNITED STATES

Imports of dairy products

THE *Board of Trade Journal* of October 11 gave notice of United States import quota arrangements for certain cheese and cheese products not formerly subject to restrictions.

(*Continued on next page*)

UNITED STATES, *continued*

The United States Department of Agriculture has now announced that it is prepared to review the import records of United States importers who wish to establish historial eligibility for licences to import the cheeses now placed under quota. In order to establish such eligibility importers are required to submit records to the Department of Agriculture on or before November 25, 1968, evidencing the quantity and purchase price of the cheese imported during a previous period. The period for products covered by item 950.10C of the United States tariff is the calendar year 1967.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

BUSINESS AWARD PRESENTED

The second Dale Business Award has been won by Snr. Joaquim A. R. Capote of Sociedade Luso Electrica Ltda. of Lisbon, distributor for Dale Electric of Great Britain Ltd. in Portugal. The award is offered every three months for the distributor who lands the most attractive order for Dale generating equipment. The first was won by the Swedish firm of Nordisk Electra, in Malmo. Photograph shows the presentation for the second award. Snr. Capote (left) is seen receiving a document case from managing director of Dale, Mr. Leonard H. Dale. The presentation was made at the Filey factory.

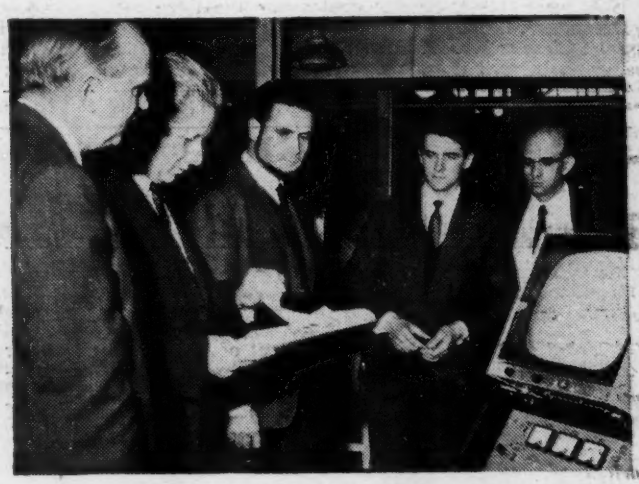
Guides for the watch industry

THE *Board of Trade Journal* of August 2 announced the publication by the United States Federal Trade Commission of Guides for the watch industry relating to such subjects as representative advertising and deceptive selling or pricing practices.

The Federal Trade Commission has now extended the operative date of the provisions in the Guides relating to advertising to January 15, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

REACTOR CAMERAS FOR FRANCE



Pye TVT Limited, a member of the Pye of Cambridge Group, have supplied to Société Française de Techniques Pye, three nuclear reactor camera chains with grab attachments and long-range viewing equipment. The equipment is to be installed for Electricite de France in Chinon and Saint-Laurent-des-Eaux power stations. Mr. Levy, general manager, SFTP. is seen here (second from the left) at the acceptance test with members of Elctricite de France.

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS.

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 12s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

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The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876), Ext. 6147).

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TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

EUROPEAN SALES MANAGER (ENGLISHMAN) of famous drink firm, highly qualified, really fluent FRENCH, GERMAN, ITALIAN and SPANISH, seeks new opening. Box S.6779.

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TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines).

POWER GRIP BELT DRIVES, 1,500 complete as new, unused, 3in. to 8¾in. Various plates, pins, angles, etc. to suit. H. F. GODSMARK, KING STREET WORKS, RIPON, YORKS. TELEPHONE RIPON 3865.

YOUR EXPORTS TO SCANDINAVIA: Copenhagen public relations firm, well versed in British export problems, would act as Information Office for Trade Association or similar organization wishing to expand activities in Scandinavia. One or two individual clients could also be accepted. Interview in UK December. Please write in confidence to Box No. S6790.

SCOTS WINE NOVELTY! The Smallest Bottle of Wine in the World? In a Matchbox in Fact! Home/Overseas inquiries welcome. Cumbrae Supply Co., Paisley, Scotland.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below,

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178. Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York, Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Cole: 0532 38232. TELEX 55472. Answer Back – ECONPLAN LDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge, the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021. 643 8221. TELEX 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. TELEX 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
P. B. Hunt, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol, BS1 2NE.
(Tel. Bristol 21071. Code: 0272 21071, TELEX 44214, Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
J. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. Code: 0222 62151. TELEX 49267. Answer Back – BOT CARDIFF).
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colywn Bay, Denbighshire. (Tel. 01-0492 44261).

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3.
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a, High Street, Inverness.
(Tel. Inverness 30867. Code: 0463 30867).

Northern Ireland
H. E. Jones, Esq. Ministry of Commerce (Northern Ireland).
21 Linehall Street, Belfast, BT2 8BY. (Tel. Belfast 34488.
Code: 0232, 34488. TELEX 74578, Answer Back – GOVNI BELFAST).

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A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37s. 6d. (by post 39s.)

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Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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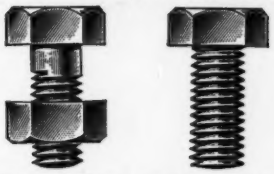

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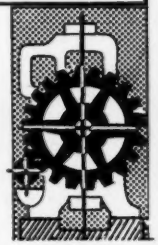

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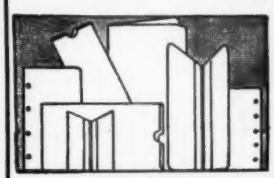

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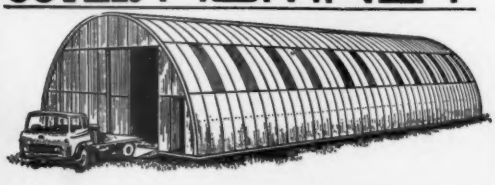

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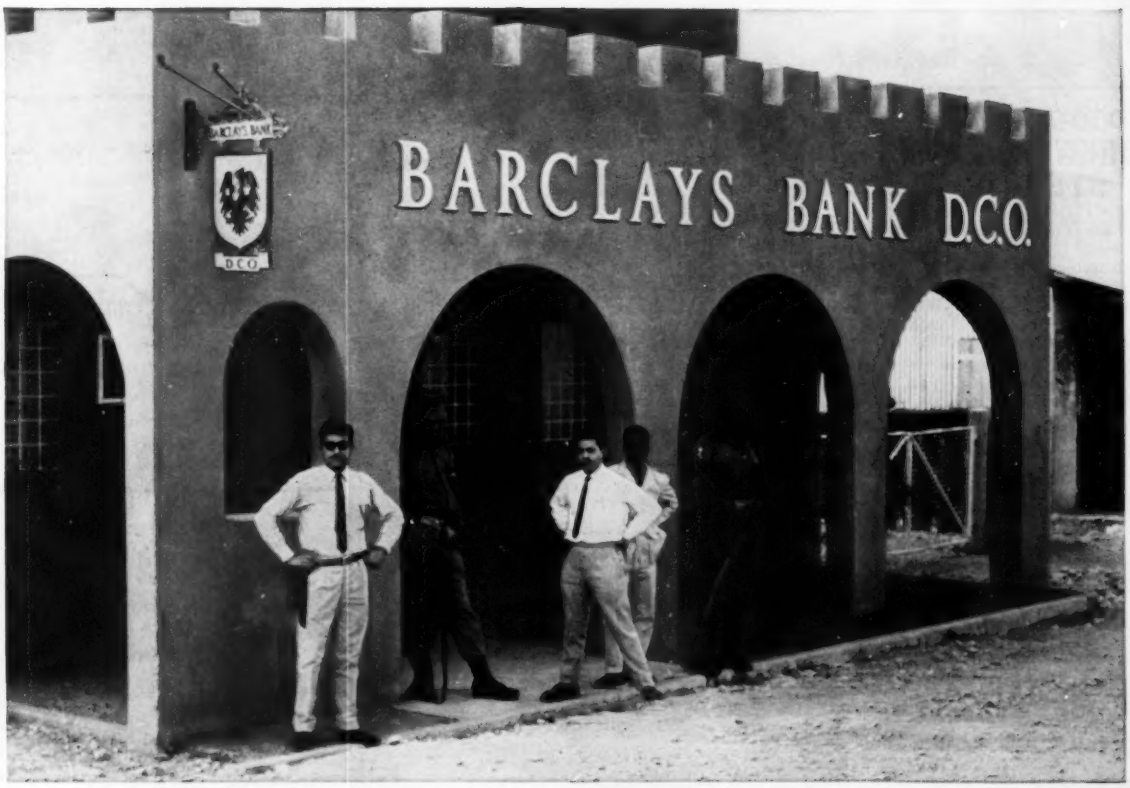

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